



**THE HARRY FOX AGENCY, INC.**  
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October 17, 1995

Mr. J.P. van den Wittenboer  
Intermediary Foundation of the Universal Declaration of Human Rights  
Postbox 324  
5660 AH Geldrop  
THE NETHERLANDS

**Re: *Hitler's Inferno Project***

Dear Mr. van den Wittenboer:

Thank you for your letter dated August 16th; please excuse my delay in responding to your inquiry. I regret that we cannot provide you with any recommendations on U.S. record companies who may wish to act as your distributor. I am, however, enclosing a section from the 1995 Billboard International Buyer's Guide in the event you wish to contact any of them directly.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Frank S. Rittman', is written over the typed name.

Frank S. Rittman  
International Business Administrator

encl.

cc: Edward P. Murphy  
Yoshio Inomata



# Music & Video Companies

## RECORD LABELS

### A

**ABKCO Records** (Div. ABKCO Music & Records, Inc.), 1700 Broadway, 41st Floor, New York, NY, 10019, (212) 399-0300. Fax: (212) 582-5090. Pres.: Allen Klein; Vice Pres.: Ken Salinsky; Vice Pres.: Iris Keitel; Vice Pres.: Jody Klein. Label(s): (Owned) ABKCO, Cameo Parkway, SAR/Derby, (Distributed) Phil Spector.

**A Company Called W**, PO Box 618, Church St. Sta., New York, NY, 10008, (718) 409-1272. Fax: (718) 409-1272. Pres./Sales/Mktg.: Walt Goodridge; Exec. Asst.: Paula Philbert; Vice Pres. A&R: Kenneth McRae.

**A D Records**, PO Box 8402, Houston, TX, 77288, (713) 675-7802. Pres./Vice Pres. A&R: Aubrey Dunnham. Label(s): (Owned) A.D.

**AE Latin Music Productions**, PO Box 977, New York, NY, 10040, (718) 543-5404, (212) 740-0873. Fax: (718) 543-1463. Pres./Promos.: Carlos A. Noyola; Mgr./Sales: Enrique Paulino. US Reps.: S&N Dist. (NY).

**AFG Sigma Records, Inc.**, 5817 La Colonia Dr., San Antonio, TX, 78218, (210) 661-6500. Fax: (210) 661-7702. Pres.: Adolfo Angel; Vice Pres./Gen. Mgr.: Jesus Guillen; Sales Rep.: Mario Sanchez; Onps. Mgr.: Mark Lambert. Label(s): (Owned) AFG Sigma, Prince Records. Int'l Reps.: Yeh Eum Records (South Korea); Industria Fonografica (Ecuador); EMI Odeon (Chili).

**AKO Records**, 20531 Plummer St., Chatsworth, CA, 91311, (818) 998-0443. Fax: (818) 998-2537. Pres./Gen. Mgr.: A.E. Sullivan; A&R: Robert Kline. Label(s): (Owned) AKO, Aztec, Dorn.

Int'l Reps.: AKO Music Pte Ltd. (Singapore).

**A.M.I. Records**, 394 W. Main St., Hendersonville, TN, 37075, (615) 822-7591. Fax: (615) 822-7599. Pres.: Michael R. Radford. Label(s): (Owned) A.M.I., Tamara.

**A & M Records, Inc.**, 1416 N. LaBrea Ave., Hollywood, CA, 90028, (213) 469-2411. Fax: (213) 856-2600. CEO, Sr. Vice Pres.: Al Cafaro; Sr. Vice Pres., Int'l: Jay Durgan; Sr. Vice Pres., Promos.: Rick Stone; Sr. Vice Pres., Sales/Dist.: Richie Gallo; Sr. Vice Pres. A&R: David Anderle; Vice

Pres./A&R: Manny Lehman; Vice Pres./CFO: Clive Ellis; Sr. Financial Officer: Sam Sciara; Dir., Film Music: Jon McHugh.

Office(s): 825 Eighth Ave., 27th Floor, New York, NY, 10019, (212) 333-1328, Fax: (212) 333-1301, Exec. Vice Pres., Publicity: Wayne Issacs.

Label(s): (Owned) Horizon, (Distributed) Delos, Denon, Shoreline, Twin Tone, Word.

**API Records**, PO Box 7041, Watchung, NJ, 07060, (908) 753-1601. Fax: (908) 753-1601. Exec. Vice Pres.: Meg Poltorak.

Label(s): (Owned) API, API Classics, API Country, API Jazz. US Reps.: Landmark Dist. (NY); Titus Dist. (CT); Universal (PA).

**AVI Record Productions, Inc.**, 10390 Santa Monica Blvd., Ste. 210, Los Angeles, CA, 90025, (310) 556-7744. Fax: (310) 556-1331. Pres./Chmn./CEO: Harry M. Anger; Vice Pres.: Patricia C. Drosins; Dir. Sales/Distribution: Robert Perry. Label(s): (Owned) A V I, Abet, Creed, Ernie's, Excello, Mankind, Nasco, Nashboro.

Int'l Reps.: Ace (U.K.); Blues Interactions (Japan).

**AArising Records**, 223 Balboa St., San Francisco, CA, 94118, (415) 334-5519. Fax: (415) 334-5519. Pres.: Nelson Wong; Vice Pres.: Andy Kawanami.

**Abbe Cake Records**, PO Box 117, New Berlinville, PA, 19545, (610) 367-0335. Pres.: Dave Stahl.

**Accent Records**, 71908 Hwy. 111, Rancho Mirage, CA, 92270, (619) 346-0075. Fax: (619) 346-0075. Pres./CEO: Scott B. Seely; A&R Mgr.: Robert Braverman. Label(s): (Owned) Accent, Coachella. US Reps.: GNP Crescendo (CA).

Int'l Reps.: D D Records (Germany).

**Acclaim Music (Div. of The Spoken Word, Inc.)**, 3645 Saviers Rd., Ste. 9, Oxnard, CA, 93033, (805) 483-6707. Fax: (805) 483-6707. Exec. Dir.: John O. Lundy; Mgr.: Ellen Hardin. Label(s): (Owned) Acclaim Music.

**Ace Record Co.**, 103 Fairmont Ln., Pearl, MS, 39208, (601) 939-6868. Fax: (601) 932-3038. Pres.: Johnny Vincent; Vice Pres. A&R: John Vincent; Promos.: Xavier Parker; Office Mgr.: Julie Powell.

Label(s): (Owned) Ace, (Distributed) Soul Trax.

**Acme Entertainment, Inc.**, PO Box 81491, Chicago, IL, 60681, (800) 566-2263. Fax: (708) 519-1159. Pres./CEO: Aaron J. Conti; Vice Pres./Sales/Promo: Christian C. Conti; Dir., A&R: Elizabeth L. Loden.

Label(s): (Owned) Acme Entertainment.

**Acoustic Disc**, 7957 Nita Ave., West Hills, CA, 91304, (818) 704-7800. Fax: (818) 704-0185. CEO/Vice Pres. A&R: David Grisman; Bus. Affairs: Craig R. Miller.

Office(s): PO Box 4143, San Rafael, CA, 94903, (415) 499-0365, Fax: (415) 492-9602, Dir. Sales/Dist.: Harriet Rose, Dir. Mktg./Promos.: Arthur Rose.

Label(s): (Owned) Acoustic Disc.

**Adelphi Records, Inc.**, PO Box 7688, Silver Spring, MD, 20907, (301) 434-6958. Fax: (301) 434-3056. Pres./Gen. Mgr.: Gene Rosenthal; Vice Pres.: Howard Rosenthal; Gen. Mgr./Promo: Grace Rosenbloom.

Label(s): (Owned) Sunsplash, (Distributed) Genes Compact Disc.

Int'l Reps.: Night & Day (France).

**Adobe Records**, Rt. 1, Shallowater, TX, 79363, (806) 873-3537. Fax: (806) 873-3542. Pres.: Tom Woodruff; Vice Pres.: Michael Carlton; Nat'l Promos. Dir.: Sue Swinson; Nat'l Sales Dir.: Joyce Fusco.

US Reps.: Big State (TX); Dixiraks, Ernest Tubb (TN).

**Afterschool Publishing Co.**, PO Box 14157, Detroit, MI, 48214, (313) 571-0363. Pres.: Herman Kelly; Mgr./Vice Pres. A&R: Luke Peters.

Label(s): (Owned) Afterschool, Feel Productions.

**Agua Azul Records**, PO Box 33429, Austin, TX, 78764, (512) 441-1424. Fax: (512) 441-1474. Contact: David Newberger.

**Airborn Records**, PO Box 3064, Flint, MI, 48502, Pres.: Ron Moore.

Label(s): (Owned) Airborn, Airborn Communications, Airborn Prods.

**Airwax Records Productions**, PO Box 288291, Chicago, IL, 60628, (312) 779-2384. Pres./A&R Rep.: Casey Jones; Mgr.: B. Jones.

Label(s): (Owned) Airwax, Delta City.

US Reps.: Barney's Records (IL); Action Music (OH); United Records Dist. (TN); North Country Dist. (NY); Norwalk Record Dist. (CA).

Int'l Reps.: Festival Dist., Roblan Dist., Trend Records & Tapes (Canada).

**Alan Dale Productions**, 1630 Judith Ln., Indianapolis, IN, 46227, (317) 786-1630. Pres.: Alan D. Heshelman.

**Alcarm Record Co.**, 655 Wyona St., Brooklyn, NY, 11207, (718) 272-1200. Fax: (718) 649-1280. Pres./CEO: Alfred McCarther.

**Alcazar Productions, Inc.**, S. Main St., Waterbury, VT, 05676, (802) 244-7845. Fax: (802) 244-6128. Owner/CEO/A&R: Joan Pelton; Sales/Mktg. Dir.: Arnie Gensburg; Mgr. Alcazar Prod.: Mitch Cantor.

Label(s): (Owned) Alcazarm, Alcazar, (Distributed) Audio Outings, Dunkeld, Fogarty's Cove, Fretless, Gadfly, Keltia Musique, Record Rak, Round River, Mark Rubin Prods. US Reps.: Bayside Dist. (CA); Rounder (MA); Music Design

(WI); Encore (CO); Old Fogey (MI).

**Alfa Records**, 9813 W. Okeechobee Rd., #205, Hialeah Gardens, FL, 33016, (305) 825-7474. Pres.: Ramon Perez; Sec.: Daninka Abrev.

**Alias Records**, 2815 W. Olive Ave., Burbank, CA, 91505, (818) 566-1034. Fax: (818) 566-6623. Pres.: Delight Jenkins; Dir., Publicity: Les Scurry; Dir., Mktg.: Scott Bradford; Dir., Radio Promos.: Gary Downs; Pdct. Mgr.: Christine Burrell.

Int'l Reps.: Revolver (United Kingdom); Rough Trade (Germany); Running circle (Spain); Shock (Australia); Border Music (Sweden).

**Aljean Records**, 7 Colonial Ave., Myerstown, PA, 17067, (717) 866-5067. Pres.: Al Shade.

**Alligator Records**, 1441 W. Devon, Chicago, IL, 60660, (312) 973-7736. Fax: (312) 973-2088. Pres.: Bruce Iglauer; Sales Mgr.: Kerry Pearce; Retail Promo. Mgr.: Chris Young.

Label(s): (Owned) Alligator.

US Reps.: Action Music (OH); Associated (AZ); Bayside, California Record (CA); Big State (TX); Encore (CO); MS Dist. (IL); Music Craft (HI); Old Fogey (MI); Record Depot (VA); REP Co. (MN); Select O Hits (TN); Silo (VT); Tant (MI).

Int'l Reps.: Warner Music (Canada); Warner Music (Brazil); Distribuidora Belgrano Norte (Argentina); Musidisc (France); Phonag Schallplatten AG (Switzerland); Intercord (Germany); Festival (Australia/New Zealand); Silk Road Music (Hong Kong); King (Japan).

**Alpha Music Corp.**, 3729 S. Robertson Blvd., Culver City, CA, 90232, (310) 538-8800. Pres.: Mike Colestock; Vice Pres.: Chuck Rosenbloom.

**Alpine Records**, Two Music Cir. S., Nashville, TN, 37203, (615) 259-4373. Fax: (615) 259-0773. Pres.: Johnny Rutenschroer. Label(s): (Owned) Alpine.

**Alshire Int'l, Inc.**, 1015 Isabel St., Burbank, CA, 91516, (213) 849-4671. Fax: (818) 569-3718. Pres.: Al Sherman; Vice Pres.: Richard Sherman.

Label(s): (Owned) Alshire, Aria Senza Voce, Audio Spectrum, Exact, Grit, Somerset, Stereo Fidelity.

**Alternative Music Productions, Inc.**, 7188 Sunset Blvd., Ste. 204, Los Angeles, CA, 90046, (702) 651-0825. Pres./CEO: John Brock; Prodn. Asst.: Vadim Yesilevsky. Label(s): (Owned) AMP.

**Alternative Records**, PO Box 46, Eugene, OR, 97440, (503) 344-3616. Fax: (503) 485-0654. Pres.: Randy Layton; Mktg./Int'l Dir.: Richard Sellens; Vice Pres. A&R: Kevin C. Restieux.

Label(s): (Owned) Alternative Records, (Distributed) Buttons Livces, Gravity.

US Reps.: Spring Arbor Dist. (MI).

Int'l Reps.: Spark Music (The Netherlands).

**Alternative Tentacles Records**, 2180 Folsom St., San Francisco, CA, 94110, (415) 431-5696. Fax: (415) 431-5699. Gen. Mgr.: Greg Werckman.

Label(s): (Owned) Alternative Tentacles.

**Alyssa Records**, PO Box 587, Farmingville, NY, 11738, (516) 472-1219. Pres.: Andy Marvel.

**Amazing Records**, 501 N. Interregional Hwy., Austin, TX, 78768, (512) 477-7055. Fax: (512) 477-7057. Owner: Cass Hook; Managing Dir.: James Geisler; Int'l Dist.: Mary Jane Mendell.

Label(s): (Owned) Amazing.

US Reps.: Alliance Ent. (CO).

Int'l Reps.: IRD (Italy); OMD (France); Bellaphon Int'l (Germany); Group Leisure (Australia); Serious Business (Austria); Sound Solutions (Canada); Magic Sound (Hungary); Maverick (New Zealand); JVC (Japan).

**Ambassador Recording Corp.**, PO Box 31112, Seattle, WA, 98103, (206) 937-5703, (206) 525-2199. Fax: (206) 933-8011.

Pres.: Chris Kamila; Vice Pres./Artistic Dir.: Steven Novacek; Gen. Mgr.: Gayle Novacek.

Label(s): (Owned) Ambassador, (Distributed) Overture (Canada).

US Reps.: Albany Music Dist., Inc. (NY).

**Ambient Sound**, 404 W. Annapolis, West Saint Paul, MN, 55118, Pres.: Robert Cain; Vice Pres. A&R: Rev. David Payne.

**American Clave Records**, 30 Waterside Plz., STE. 11J, New York, NY, 10010, (212) 475-5174. Dir.: Kip Hanrahan.

US Reps.: Rounder Records (MA).

**American Gramophone Records**, 9130 Mormon Bridge Rd., Omaha, NE, 68152, (402) 457-4341. Fax: (402) 457-4332. CFO: Kevin Cloonan; Exec. Vice Pres.: Stephen Kalhorn; Dir., Sales: Michael Delich.

Label(s): (Owned) American Gramophone.

**American Melody Records**, 102 Wheeler Path, Guilford, CT, 06437, (203) 457-0881. Pres.: Phil Rosenthal; Vice Pres.: Beth Sommers.

Label(s): (Owned) American Melody.

**American Music Co.**, 3830 Hwy. 78, Mount Horeb, WI, 53572, (608) 437-8970. Pres.: Jim Kirchstein.

Label(s): (Owned) Age of Aquarius, American Music, Cuca, Jolly Dutchman, Night Owl, Psalms, Sara.

**American Music Network, Inc.**, 406 Tharpe Rd., Warner Robins, GA, 31088, (912) 953-2800. Pres.: Robert R. Kovach.

Label(s): (Owned) Scaramouche Recordings.

**American Pie**, 13381 Beach Ave., Marina Del Rey, CA, 90292, (310) 821-4005. Fax: (310) 823-3389. Pres.: Wayne Volant.

Label(s): (Owned) American Pie.

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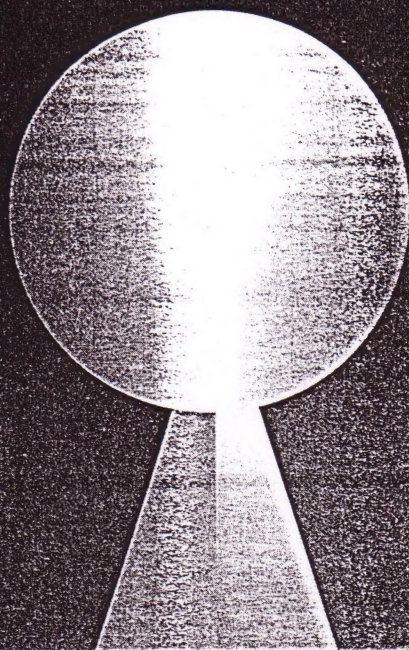
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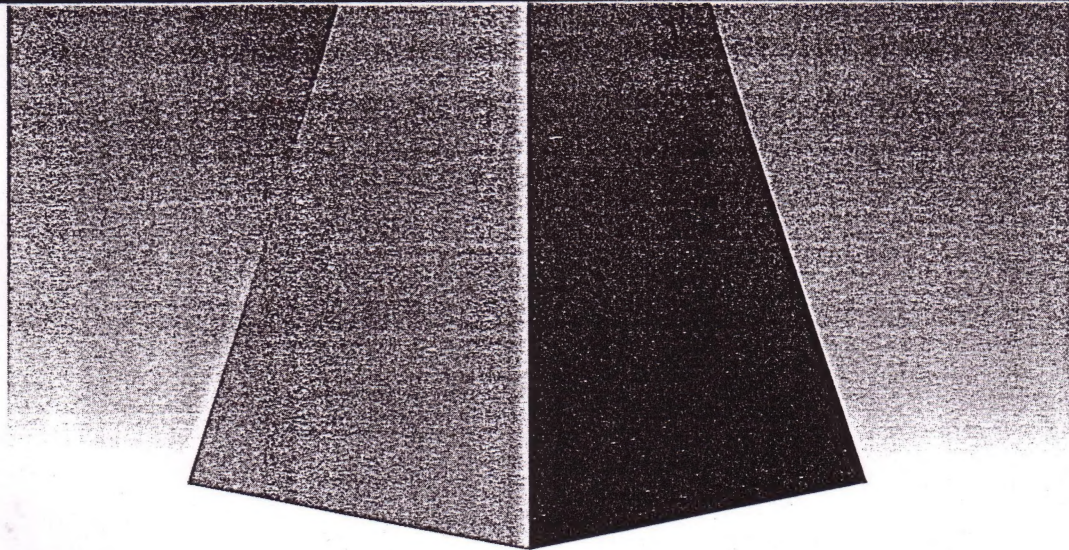
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**American Recordings, Inc.**, 3500 W. Olive Ave., Ste. 1550, Burbank, CA, 91505, (818) 973-4545. Fax: (818) 973-4571. Owner: Rick Rubin; Gen. Mgr.: Mark Didia; Minister of Truth: Mike Bone; Vice Pres.: Media Rel.: Heidi Ellen Robinson; Vice Pres.: A&R: Marc Geller. Office(s): Lamb House, Church St., London, W42PD, United Kingdom, (081) 995-3266, Fax: (081) 742-7235, Vice Pres., Mktg.: Dave Robinson, Media Relations: Joe O'Neill. Label(s): (Owned) Ill, WHITE, (Distributed) Rhyme Cartel, XL US Reps.: BMG Int'l Dist. (NY); WEA Dist. (US). Int'l Reps.: WEA Dist. (Canada).

**American Voices Record Co., Inc.**, 3205 Blue Ridge Ct., Virginia Beach, VA, 23452, (804) 340-8374. Pres.: Heath Webb; Gen. Mgr./Sec.: Jean Webb.

**Americana Records Group, Inc.**, 20 Music Sq. W., Ste. 200, Nashville, TN, 37203, (615) 251-4060. Fax: (615) 251-4090. Chrmn. Board: Tom Kawai; Vice Pres.: Earl E. Owens; Vice Pres.: Dir.: Jack B. Walker II; A&R: Roland Smith; Contact: Jan Gray Witte. Label(s): (Owned) Americana Records USA, Double Ten.

**American Records, Int'l**, 1817 Loch Lomond Way, Las Vegas, NV, 89102, (702) 384-0030. Fax: (702) 382-1926. Pres.: Joe Jan Jaros; Vice Pres.: Pauline Jaros; Gen. Mgr.: Ken Brown. Label(s): (Owned) Americatone, Christy. US Reps.: Big Bands Dist., Int'l Rec. Dist., Oster Dist. (CA); Harbor Dist. (NY).

**AmeriSong Records, Inc.**, 8727 E. Girard Ave., Denver, CO, 80231, (303) 695-8628. Fax: (303) 369-9555. Pres.: Randi Perkins; A&R: Frank Jermance. Label(s): (Owned) AmeriSong.

**Amherst Records, Inc.**, 1800 Main St., Buffalo, NY, 14208, (716) 883-9520, (800) 836-0751. Fax: (716) 884-1432. Pres.: Leonard Silver; Exec. Vice Pres.: Larry Silver; Vice Pres./Gen. Mgr.: David E. Parker. Label(s): (Distributed) H&L/Avco Embassy.

**Amused Productions, PO Box 671, Claremont, CA, 91711, (909) 625-3169. Fax: (909) 625-1747. Music Dir.: Sherban Cira. Label(s): (Owned) Amused Productions.**

**Angel Records, 810 Seventh Ave., New York, NY, 10019, (212) 603-8600. Pres.: Steven Murphy; Vice Pres. Sales: Gilbert Hetherwick; Vice Pres. Mktg.: Linda Sterling. Label(s): (Owned) Angel, EMI Classics, Virgin Classics.**

**Ansonia Records, Inc.**, 750 Paterson Ave., East Rutherford, NJ, 07073, (201) 470-0301. Fax: (201) 470-8274. Pres.: Mercedes Glass; Vice Pres.: Henry Glass; Sales Mgr.: Lori Glass. Label(s): (Owned) Ansonia, (Distributed) Artex, BMG, Capitol, Cema, Discot, Gema, Harlequin, Palladium, PolyGram.

**Antenna Records/Cornerstone Management, 148 E. Lancaster Ave., Wayne, PA, 19087, (215) 687-8800. Fax: (215) 971-0646. Pres.: Steve Mountain. Label(s): (Owned) Antenna.**

**Antilla Records, 661 Tenth Ave., New York, NY, 10036, (212) 582-4546. Fax: (212) 977-7581. Pres.: Xavier Hernandez; Promo: Angel Colon. Label(s): (Owned) AF Records, ARO, Antilla, Funny, Mangu, Platano Records, Rumba, (Distributed) Camino, JZ Productions, Sol, UR, VGR.**

**Antilles Records, 14 E. Fourth St., 3rd Floor, New York, NY, 10012, (212) 995-0202. Fax: (212) 477-5918.**

**Antique-Catfish Records, 708 W. Euclid, Pittsburg, KS, 66762, (316) 231-6443. Contact: Gene Strasser. Label(s): (Owned) Antique, Big Brutus, Catfish, Cismu.**

**Antone's Records, 500 San Marcos St., Ste. 200, Austin, TX, 78702, (512) 322-0617. Fax: (512) 477-2930. Pres.: Clifford Antone; Sales/Mktg.: Beth Tomlinson. Label(s): (Owned) Antone's, DMZ, Dos. US Reps.: REP Sales (MN).**

**Apon Record Co., Inc., PO Box 3082, Steinway Sta., Long Island City, NY, 11103, (718) 721-5599. Fax: (718) 721-5599. Pres.: Daria I. Poncic; Vice Pres./Sec.: Andrew M. Poncic, Jr.; Gen. Mgr.: Don Zemann; Treasurer: Andrew M. Poncic, Sr. Label(s): (Owned) Amadeo, Apon, Discapon, Love, (Distributed) Gramofonove Zavody, Supraphon. Int'l Reps.: Supraphon, A B Plus (Czechoslovakia).**

**June Appal Recordings, 306 Madison St., Whitesburg, KY, 41858, (606) 633-0108. Fax: (606) 633-1009. Dist./Promos. Mgr.: Carolyn H. Sturgill. Label(s): (Owned) June Appal Recording.**

**April Records, PO Box 8263, Haledon, NJ, 07508, (718) 361-3321. Pres.: Samuel Cummings; Vice Pres.: A. Cummings; Promo: J. Young; A&R: Sam Cummings Jr. Label(s): (Owned) April Records.**

**Ardavan Records, PO Box 2512, Hollywood, CA, 90078, (213) 464-8163. Fax: (818) 905-5014. Pres.: Ardie Bryant; Vice Pres.: Anne Bryant; Vice Pres. A&R: David P. Bryant.**

**Arhoolie Productions, Inc., 10341 San Pablo Ave., El Cerrito, CA, 94530, (510) 525-7471. Fax: (510) 525-1204. Mgr.: Tom Diamant.**

**Athena Productions, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-7225. Fax: (718) 761-6411. Dir., A&R: Robert Marino. Label(s): (Owned) Analogue Master, Apollo, Apollo Classics, Apollo Int'l, Apollo Jazz, Apollo Music, Athena, Athena Classics, Athena Int'l, Athena Jazz. Int'l Reps.: East Coast (NY).**

**Atilla Records, PO Box 60240, Rossford, OH, 43460, (419) 666-2019. Fax: (419) 666-3141. Pres.: John Pockis; Vice Pres.: Mary Pockis; Sec.: Joe Manera.**

**Label(s): (Distributed) East West.**

**Int'l Reps.: East West Records (Germany).**

**Atlanta Int'l Record Co., Inc.**, 881 Memorial Dr. SE, Atlanta, GA, 30316, (404) 524-6835. Fax: (404) 681-0033. Pres.: Alan Freeman; Sales Mgr.: Norman Hunter; Nat'l Promo. Dir.: Juandolyn B. Stokes. Label(s): (Distributed) Gospearl, Sweet Rain, Tyscot. US Reps.: Abbey Road (CA); Action (OH); Jerry Bassin (FL); Big State—Atlanta (GA); Big State (TX); Central South, Select-O-Hits (TN); Great Bay (ND); Malverne (NJ); M.S. (IL).

**Atlantic Recording Corp.**, 75 Rockefeller Plz., New York, NY, 10019, (212) 275-2000. Chrmn/CEO: Atlantic Group: Ahmet Ertegun; Pres.: Danny Goldberg; Sr. Vice Pres.: Jason Flom; Sr. Vice Pres.: Tunc Erim; Exec. Vice Pres./Gen. Mgr.: Val Azzoli; Vice Pres. Int'l: Fran Lichtman; Vice Pres. Sales: Pete Anderson; Vice Pres./Prod.: Arif Mardin; Vice Pres., A&R Special Projects: Yves Beauvais; Vice Pres., Video Promo/Media: Linda Ferrando; Sr. Vice Pres., A&R: Tunc Tuncerim; A&R Rep.: Aziz Goksel; Vice Pres. Creative Svcs.: Shelly Cooper; Sr. Dir., Tour Devel.: Perry Cooper; Mgr. Artist Rel.: Andy Mogus; Vice Pres., Pdct. Devel.: Vicky Germaiez; Sr. Vice Pres., Media/Artist Rel.: Patti Conte; Vice Pres., Artist Rel./Media: Bob Kaus; Assoc. Dir., Nat'l Promo: Mark Fischer; Nat'l Mgr., Progressive: Bonnie Silfkin; Nat'l Mgr., Hard Rock: Jon Nardachone; Dir., Int'l Media Affairs: Margaret Vangeli. Office(s): 1812 Broadway, Nashville, TN, 37203, (615) 327-9394, Fax: (615) 328-2008. Pres.: Rick Blackburn, Vice Pres./Gen. Mgr.: Bryan Switzer. Label(s): (Owned) Atlantic Records, Charisma, East West America, Es Paranza, Finnadar, First Priority, Megaforce Worldwide, Modern, Titanium, Virgin, A Vision Entertainment (Video). US Reps.: WEA. Int'l Reps.: Warner Music Int'l.

**Atlantic Recording Corp.**, 9229 Sunset Blvd., 9th Fl., Los Angeles, CA, 90069, (310) 205-7450. Fax: (310) 205-7475. Sr. Vice Pres./Gen. Mgr.: Paul Cooper; Vice Pres. Artist Rel.: Tony Mandich; Vice Pres. A&R/Multimedia: Andrew Leary; Vice Pres./Producer: Dave Jerden; West Coast Publicity Dir.: Laura Gold; Vice Pres., Media/Artist Rel.: Ron Shapiro; Vice Pres., West Coast: Doug Uyeahere.

**Attitude Records, Inc.**, 2071 Emerson St., #16, Jacksonville, FL, 32207, (904) 396-7604. Fax: (904) 396-8062. Pres.: Jeff Cohen; Mktg. Dir.: Shirelle Johnson. US Reps.: Bassin (FL); Big State (TX), (GA); MS (IL); Malvone (Northeast); Select-O-Hits (TN).

**Audio Arts Records, 3420-30 Calle Azul, Laguna Hills, CA, 92653, (714) 770-6162. Owner/Mgr.: Madelon Baker. Label(s): (Owned) Audio Gospel.**

**Audio Outings, 16 All Souls Crescent, #3, Asheville, NC, 28803, (704) 274-5388, (800) 552-2144. Fax: (704) 274-5946. Contact: Dr. Bett Sanders. US Reps.: Silo (VT); Music Design (WI); Music for Little People (CA); New Leaf (GA).**

**AudioQuest Music, PO Box 6040, San Clemente, CA, 92674. Pres.: Joseph Harley; Sales/Mktg.: John Iammarino; Promo. Coord.: Melissa Ortega. Label(s): (Owned) Audioquest Music.**

**Audiorama Records Corp.**, 658 Tenth Ave., New York, NY, 10036, (212) 246-9858, (212) 246-9859. Fax: (212) 459-8949. Pres.: Rafael Diaz Gutierrez; Vice Pres.: Hilda Diaz Gutierrez; Sales Mgr.: Angel Nieves; Sec./Promo. Mgr./Sales Mgr.: Hilda Luciano. Label(s): (Owned) Audiograma, Sonomax, (Distributed) BMG, Bronco, Frama, Musical Productions, Polygram, R&S, Sony Discos, Vedicos.

**August Records, Inc.**, PO Box 438, Lahaska, PA, 18931, (215) 682-3012. Fax: (215) 682-9145. Vice Pres.: Beryl Handler.

**Ausplex Records, PO Box 1666, Studio City, CA, 91614, (213) 877-1078. Fax: (818) 763-1955. Owner: Jules Chaikin.**

**Australian Music Int'l**, 253 W. 18th St., Ground Suite, New York, NY, 10011, (212) 229-0935. Fax: (212) 229-9198. Pres.: D.A. D'Cruz; Vice Pres./A&R: S. Damon; Sales/Distribution: A. Watts. US Reps.: Twinbrook (NY); MS Distr. (IL); City Hall (CA); MDI (TX).

**Avalanche Records, PO Box 108, Blair, NE, 68008, (800) 358-2769. Fax: (402) 426-2227. CEO: Clifton R. Johnson; Pres.: Stafford Johnson; Vice Pres.: Don Johnson; A&R: Gypsy. Label(s): (Owned) Avalanche.**

**Avant-Garde Records Corp.**, 12224 Avila Dr., Kansas City, MO, 64145, (816) 942-8861. Fax: (816) 942-8988. Pres./A&R Dir.: Scott W. Smith; Vice Pres.: Art Ferrante; Sec./Treasurer: Lou Teicher.

**Avatar Records, 6290 Sunset Blvd., Ste. 605, Los Angeles, CA, 90028, (213) 464-1593. Fax: (213) 464-0204. Pres.: Larry Robinson; Dir. A&R: Tony Joseph; Creative Mgr.: Pat Scott.**

**Axbar Records, 5230 San Pedro Ave., San Antonio, TX, 78212, (210) 829-1909. Gen. Mgr.: Joe Scates; Promo/Publishing: Jerry Blanton; A&R: George Chambers; Distribution: Kendra Maples. Label(s): (Owned) Axbar, Charro, Gringo, Jato, Prince, Trophy. US Reps.: TMC Productions, E&R One Stop, Tower (TX); Curtis Wood Distr. (TN).**

**Azra Int'l**, 4343 E. 58th St., Maywood, CA, 90270, (213) 560-4223. Fax: (213) 560-1240. Pres.: D.T. Richards; A&R: Al Martinez. Label(s): (Owned) Condor Classix, Iron Works, N.S.F.D., World Metal, (Distributed) Access, Cellar, Masque, Order, Resistant, Distrust.

**Azure Records, Rt. 1, Box 460, Washington, VA, 22747, (703) 987-3164. Fax: (703) 987-3166. Chrmn/Dir., A&R: Paul Reisler; Dir., Mktg.: Bill Dunn; Pdct. Mgr.: Deborah Plummer. US Reps.: Trinbrook (NY); MS (IL); Citu Hall (CA); Paulstarr (MN); Music Design (WI); Rock Bottom (FL).**

## B

**BAL Records, PO Box 369, La Canada, CA, 91012, (818) 548-1116. Fax: (818) 956-3347. Pres.: Adrian P. Bal; Vice Pres./Co-Owner: Berdella M. Bal. Label(s): (Owned) BAL.**

**B-Atlas/Jody Records, Inc.**, 2557 E. First St., Brooklyn, NY, 11223, (708) 339-8047. Vice Pres./A&R Dir.: Vincent Vallis; Vice Pres., Sales: Gloria Black; Vice Pres. Promo.: Ron Alexander. Label(s): (Owned) B-Atlas, G Co, Jody, Ron.

**BGM Records, 8806 Lockway St., San Antonio, TX, 78217, (210) 654-8773. Fax: (210) 654-8895. Gen. Mgr.: Bill Green; Promo. Dir.: Debbie Green. Label(s): (Owned) BGM, Rain Forest.**

**BMG Classics, 1540 Broadway, 41st Fl., New York, NY, 10036. Pres.: Guenter Hensler; Sr. Vice Pres., Mktg.: James Glicker; Vice Pres., RCA Sales/Mkt.: Steve Vining; Dir., A&R: Alec Treuhart; Dir., Publicity: Marilyn Ego. Label(s): (Owned) Catalyst, DHM, RCA Red Seal, RCA Victor, (Distributed) Conifer, ECM.**

**BMG/Int'l U.S. Latin, 6363 Sunset Blvd., Ste. 702, Hollywood, CA, 90028, (213) 468-4134. Fax: (213) 468-4149. Gen. Mgr.: Paul Ehrlich; Nat'l Sales: Rigoberto Olariaga; Nat'l Promo.: Alba Eagan. Office(s): 8009 NW 36th St., Ste. 220, Miami, FL, 33166, (305) 594-2175. Fax: (305) 594-2032. Contact: Jesus Lopez; 11315 Crescent Peak, San Antonio, TX, 78245, (210) 674-3754, Fax: (210) 674-0088. Sales: Billy Pope; 1133 Ave. De Las Americas, 6th Floor, New York, NY, 10036, (212) 930-0449, Fax: (212) 930-4769, Sales/Promo. Rep.: Jorge Martinez; Edificio Mercantil Plaza, Ste. 709 Avenida Ponce De Leon, Parada 27, Hato Rey, PR, 00918, (809) 767-6667, Fax: (809) 765-1005, Mgr.: Milton Roura; 2100 Ponce De Leon Blvd., #825, Coral Gables, FL, 33134, (305) 445-4923, Fax: (305) 445-4693, Vice Pres./North America: Jesus Lopez, Nat'l Sales Mgr.: Alba Eagan.**

**BMX Entertainment, 114 Broad St., Ste. 255, Stamford, CT, 06902, (203) 352-3569. Fax: (203) 961-1505. Pres./CEO: Mauris Griffin, II; Vice Pres., East Coast: Michael Bradshaw; Vice Pres., Finance: Barry McFarlane; Bus. Aff.: Tony Thomas. Label(s): (Distributed) Mission, Red Tape.**

**BNA Entertainment, One Music Circle N., Nashville, TN, 37203, (615) 780-4400. Vice Pres./Gen. Mgr.: Rio Papin; Mgr., Regional Promo. West: Carl Brown; Coord., Nat'l Promo.: Kim Buckley; Assoc. Creative Services: Paula Crafton; Sr. Dir. Sales/Mktg.: Tommy Daniel; Mgr. Reg. Promo. Mid West: Joe Devine.**

**BNJ Records, 1613 Mallory Ln., Ste. 104, Brentwood, TN, 37027, (615) 329-1944. Fax: (615) 370-4800.**

**BSW Records, PO Box 2297, Universal City, TX, 78148, (210) 659-2338. Fax: (210) 659-2557. Pres./CEO: Frank Willson; Vice Pres./Gen. Mgr. Europe: Willy Seidel; Vice Pres. A&R: Verdi Williams; Mktg. Dir.: Kevin Hagedorn; Mktg.: Robert Keoghan. Label(s): (Owned) BSW.**

**Back Door Records, 817 W. Walnut, Johnson City, TN, 37604, (615) 926-2281. Owner: Barbara McCoy.**

**Baddest Of The Bad Posse Records, PO Box 464, RCS, New York, NY, 10185, (212) 777-0442, (718) 712-2242. Pres./CEO: Leslie Williams; Gen. Mgr./Creative Arts: Tony Dunmore; Gen. Mgr./Business Affairs: Rebecca Williams. Label(s): (Owned) Baddest Of The Bad Posse, Rebel Rock.**

**Bah Humberg Records, 1722 S. Carson, Ste. 2607, Tulsa, OK, 74119, (918) 585-5050. Pres./Gen. Mgr.: Dick Loftin; Project Coord./Exec. Prod.: Lee Ann Loftin.**

**Bainbridge Entertainment Co., Inc.**, 11300 W. Olympic Blvd., Ste. 840, Los Angeles, CA, 90064, (310) 477-3840. Fax: (310) 575-9890. Pres.: Harlene Marshall; Gen. Mgr.: Jerry Gilbert. Label(s): (Owned) Bainbridge, Quartet, (Distributed) Mobile Fidelity Int'l.

**Billy Baker & Associates, 4700 Belle Grove Rd., #BAY20, Baltimore, MD, 21225, (410) 789-1005. Fax: (410) 789-1006. Pres./CEO/Personal Mgr.: William E. Baker. Label(s): (Owned) Go, Infinity.**

**Balboa Records Co.**, 10900 Washington Blvd., Culver City, CA, 90230, (310) 204-3792. Fax: (310) 204-0886. Pres.: Valentin Velasco; Sales/Mktg.: Efrén Besanilla; Mgmt.: Fernando Sanchez. Label(s): (Owned) Balboa, Musart, (Distributed) DLU, ECO, IM, Peerless, Rey.

**Ball Record Manufacturing & Distribution Co.**, 355 S. Mansfield St., Los Angeles, CA, 90036, (213) 936-1032. Fax: (213) 936-1032. Owner/Pres.: Jim L. Ball, Ph.D. Label(s): (Owned) Savior.

**Bally Records (c/o The Goodman Group), 488 Madison Ave., New York, NY, 10022, (212) 751-7300. Fax: (212) 486-6687. Pres.: Gene Goodman; Gen. Mgr.: Bernadette Gorman; Copyright/Licensing Mgr.: Buckley Hugo. Label(s): (Owned) Bally, Bobbin.**

**Banjar Records, Inc.**, PO Box 32164, Minneapolis, MN, 55432, (612) 436-4459. Pres.: LeRoy Larson.

**Bar None, 1 Newark St., Ste. 9, Hoboken, NJ, 07030, (201) 795-9424. Fax: (201) 795-5048. Pres.: Tom Prendergast; Owner/Operator: Glenn Morrow; Publicity: Jill Richmond.**

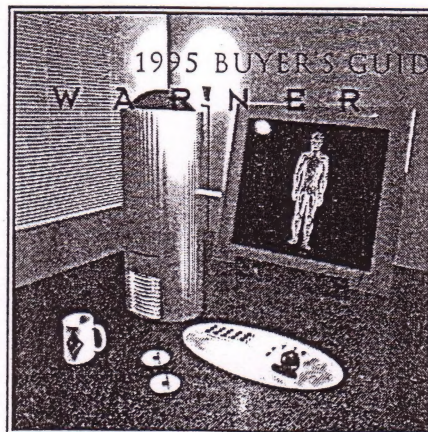
**Barbozigan Productions, 3200 Ohio, East Saint Louis, IL,**



62202, (618) 462-4213. Pres./Owner: Barbara Monigan; Mgr.: Elijah Blackwell; Mktg. Specialist: Brian D. Lee; Pub. Rel.: Natalie Blackwell.  
 Label(s): (Distributed) Bright Star Records.  
**Barr-Note Productions**, RR 3, Box 78A, Charlottesville, VA, 22901, (804) 973-4217. Fax: (804) 978-2104. Pres.: Dennis Barberio; Edit: Neil Barberio.  
**Barrio Records, Inc.**, PO Box 801, Boston, MA, 02123, (617) 228-6863. Pres.: Lee R. Soto; Northeast Rep.: Gonzalo Arjona.  
 US Reps.: Boston Latin (MA).  
**Batish Records**, 1310 Mission St., Santa Cruz, CA, 95060, (408) 423-1699. Chrmn.: S.D. Batish; Pres.: Ashwin Batish; Gen. Mgr.: Ravi Batish.  
**Bearsville Records**, RT 212 & Wittenberg Rd., Bearsville, NY, 12409, (914) 679-7303. Fax: (914) 679-5731. Owner/Pres.: Sally A. Grossman; Controller/Gen. Mgr.: Edward P. Tessier; A&R Dir.: Ian Kimmeth.  
 Label(s): (Owned) Bearsville.  
**Beatfest, Inc.**, 15 Charles St., Westwood, NJ, 07675, (201) 666-5450. Fax: (201) 666-8687. Pres.: Mark Lapidus; Vice Pres.: Carol Lapidus.  
 Label(s): (Owned) Caromar.  
**Beau-Jim Records, Inc.**, PO Box 2401, Sarasota, FL, 34230, (813) 746-3905. Pres.: Buddy Hooper.  
**Bell Record Int'l**, PO Box 725, Daytona Beach, FL, 32115, (904) 252-4849.  
**Bellaire Records**, 4900 Bissonnet, Bellaire, TX, 77401, (713) 667-9196. Fax: (713) 667-4383. Owner: Don Janicek.  
 Label(s): (Owned) Bellaire, Chapel, Fun-E, Guide, Texas Gold.  
**Belmont Records/John Penny Enterprises, Inc.**, 484 Lexington St., Waltham, MA, 02154, (617) 891-7800. Fax: (617) 893-1771. Pres./A&R/Mktg.: John Penny; Sec./Promo./Publicity: Nancy Penny.  
**Benson Co./Benson Records**, 365 Great Circle Rd., Nashville, TN, 37228, (615) 742-6800. Fax: (615) 742-6911. Pres.: Jerry Park; Vice Pres., Sales: Allan Hardin; Vice Pres., Mktg.: Dan Lynch.  
 Label(s): (Owned) Benson, Riversong, (Distributed) Crystal Rose, New Haven.  
**Best Recordings, Inc.**, OS 701 Old York Rd., Elmhurst, IL, 60126, (708) 834-5600. Fax: (708) 832-9511. Pres.: Edward W. Vodka.  
**Bestway Group, Inc.**, c/o Pearce Massler, 25 Main St., Hackensack, NJ, 07601, (908) 753-6548. Fax: (908) 755-8664. Pres.: Howard A. Massler.  
 Label(s): (Owned) Merry, Wonderland.  
**Betrayal Records**, JAF Box 7131, New York, NY, 10116, (212) 749-5675. Pres.: Edward Haber.  
 Label(s): (Owned) Betrayal Records.  
**Beyond Records Corp.**, 569 County Line Rd., Ontario, NY, 14519, (716) 265-0260. Fax: (716) 265-4653. Pres.: Tony Gross, Jr.; Vice Pres. Int'l Devel.: Mark Costello.  
 Label(s): (Owned) After Hours, (Distributed) Esperance, Red Star.  
**Big Beat Records**, 19 W. 21st St., Ste. 501, New York, NY, 10010, (212) 527-0900. Fax: (212) 691-9877. Pres.: Craig Kalman; Vice Pres./Gen. Mgr.: Heidi Jo Spiegel; Dir. A&R: Bob Tewlaw.  
**Big Money, Inc.**, 20 Grove St., Minneapolis, MN, 55401, (612) 379-2614. Fax: (612) 379-8507. Pres.: Chris Johnson.  
 Label(s): (Owned) Big Money, Inc.  
**Big Records**, 80-08 35th Ave., Jackson Heights, NY, 11372, (718) 651-8213. Pres.: Sidney Prosen; Music Coord.: Phil Prosen; Country Rep.: Wanda Helm.  
 Office(s): PO Box 90575, Nashville, TN, 37209, (615) 989-2450, Nat'l Country Rep.: Wanda Helm.  
**Big Ship Music (c/o Jacobson & Colfin, P.C.)**, 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Freddie McGregor; Contact: Bruce Colfin.  
**Big Tap Records (c/o Jacobson & Colfin, P.C.)**, 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Gerald Tapper; Counsel: Jeffrey E. Jacobson.  
 Label(s): (Owned) Big Tap.  
**Bijou Records**, 15237 Sunset Blvd., Ste. 301, Pacific Palisades, CA, 90272, (310) 459-6900. Contact: Kit Thomas.  
**Biograph Records, Inc.**, 16 River St., Chatham, NY, 12037, (518) 392-3400. Fax: (518) 392-2666. Pres.: A&R: Arnold S. Caplin; Vice Pres.: Barbara Caplin; Exec. Sec.: Debra C. Rath; Computer Graphic/Art Dir.: Alan D. Caplin.  
 Label(s): (Owned) Biograph, Center, Dawn, Melodeon, (Distributed) Historical.  
 US Reps.: Encore Dist. (CO); Dist. No. America (MA); Titus Oaks (CT); Record Depot (VA); Old Fogey (MI); Harbor Export (NY); Musical Heritage (NJ).  
 Int'l Reps.: Media 7 (France); Fusion III (Canada); IRD (Italy); Planis Phare (Switzerland); Topic (UK); Vivid Sound (Japan).  
**Birch Records**, 1921 N. Kedzie Ave., Chicago, IL, 60647, (312) 292-9335. Pres.: Dave Wylie; Vice Pres.: June Wylie.  
 Label(s): (Owned) Birch.  
**Biscayne/Europa Records, Inc.**, 9130 S. Dadeland Blvd., Ste. 1704, Miami, FL, 33156, (305) 670-0018. Fax: (305) 670-0019. CEO: David Bercuson; Pres.: Juan A. Estevez, Jr.; Vice Pres., Mktg.: Orestes G. Wvres; Opns. Mgr.: Janet M. Diaz.  
**Bizarre/Straight Records**, 740 N. La Brea Ave., 2nd Floor, Los Angeles, CA, 90038, (213) 935-4444. Fax: (213) 936-6354. Pres.: Herb Cohen; Vice Pres., Bus. Aff.: Evan Cohen; Vice Pres. A&R: Robert Duffey.  
 Label(s): (Owned) Bizarre/Planet, Bizarre/Straight.  
**Bizz-E Productions (c/o Jacobson & Colfin, P.C.)**, 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212)

645-5038. Pres.: Everett Ramos; Vice Pres. A&R: Jeffrey Jacobson.  
 Label(s): (Owned) Bizz-E.  
**Black Diamond Records, Inc.**, PO Box 8073, Pittsburg, CA, 94565, (510) 953-0893. Fax: (510) 458-0915. Dir., A&R Dept.: Valjeanna Ross; Dir. Promos.: Brenda Groff; Mgr. Mktg. Dept.: Zalina Smith.  
 Label(s): (Distributed) Abbey Road, Americana, C B C, C D One Stop, D City, Hittin Hard, Music People, Rock Bottom, S.M.G. Stay Down, Tower, Triple Beam, 2 FA Thirty, Valley.  
**Black Dog Records**, 1156 Park Ln., West Palm Beach, FL, 33417, (407) 686-1354. Exec. Dir.: Marian Joy Ring; A&R Dir.: Ron Caruso; Prodn. Consultant: Rusty Gordon; Bus. Admin.: Davilyn Whims.  
 Office(s): 1156 Park Ln., West Palm Beach, FL, 33417, (407) 686-1354, A&R Dir.: Rusty Gordon.  
 Label(s): (Owned) Black Dog.  
**Black Fire Music**, 4409 Douglas St. N., Washington, DC, 20019, (202) 397-3572. Pres.: Jimmy Gray; Vice Pres.: Jerome Gray; Mktg. Dir.: Plunky Branch.  
 Label(s): (Owned) Black Fire, Cosmic Fire, (Distributed) Brand Name.  
**Black Hat Records**, PO Box 4088, Austin, TX, 78765, (512) 452-9411. Pres.: Larry Watkins.  
**Black Tie Records**, PO Box 5018 #158, Newark, CA, 94560, (510) 745-7235.  
**Black Top Records**, 1480 W. Grace St., Chicago, IL, 60613, (312) 477-9224. Fax: (312) 929-0181. Sales/Mktg. Dir.: Mindy Giles.  
 US Reps.: Rounder Records (MA).  
**Black Top Records**, PO Box 56691, New Orleans, LA, 70156, (504) 895-7239. Fax: (504) 891-5150. Pres.: Nauman Scott; Vice Pres.: Hammond Scott; Prodn. Mgr./Radio Promo.: Heather West; Mktg. Dir.: Mindy Giles; Publicity Dir.: K. Stratton.  
**Blaster Boxx Hits**, 519 N. Halifax Ave., Daytona Beach, FL, 32118, (904) 252-0381. Fax: (904) 252-0381. CEO: Bobby Lee Cude.  
 Label(s): (Owned) Blaster Boxx Hits.  
**Blind Pig Records**, PO Box 2344, San Francisco, CA, 94126, (510) 526-0373. Fax: (510) 526-9095. Pres.: Edward Chmielewski; Media Rel. Coord.: Maria Stanford.  
 Office(s): 3022 N. Allen, Chicago, IL, 60618, (312) 772-0043, Fax: (312) 772-2115, Mktg./Sales Dir.: Jerry DeGiudice, Retail Rel. Coord.: Patrick Skvoretz.  
 Label(s): (Owned) Blind Pig.  
 US Reps.: Bayside, City Hall (CA); Distribution North America (MA); Encore (CO); M S (IL); Select O Hits (TN).  
**Blue Canyon Records**, PO Box 6622, Santa Fe, NM, 87502, Owner: Jim Terr.  
**Blue Gem Records**, PO Box 29688, Hollywood, CA, 90029, (213) 664-7765. Pres.: Pete Martin.  
 Label(s): (Owned) Blue Gem, (Distributed) Hi-Lite.  
**Blue Note**, 810 Seventh Ave. S., 4th Floor, New York, NY, 10019, (212) 603-8733. Fax: (212) 603-8702. Pres.: Bruce Lundvall; Vice Pres. Mktg.: Tom Evered; Dir. Creative Servs.: Cynthia Cochrane.  
 Label(s): (Owned) Blue Note, Capitol Jazz, Manhattan, Roulette, World Pacific.  
**Blue Rock 'It Records**, 1375 Road B, Redwood Valley, CA, 95470, (707) 485-8308. Fax: (510) 226-7648. Owner: Patrick Ford.  
 Label(s): (Owned) Blue Rock'It.  
 US Reps.: Bayside (CA); Encore (CO); MS Dist. (CT); Select O Hits (TN).  
 Int'l Reps.: Crosscut (Germany); Blue Wolf (Norway); Int'l Record (Italy).  
**Blue Wave Records**, 3221 Perryville Rd., Baldwinville, NY, 13027, (315) 638-4286. Fax: (315) 635-4757. Pres.: Greg Spencer; Vice Pres.: Sue Spencer.  
 Label(s): (Owned) Blue Wave, Horizon.  
 US Reps.: CD One Stop (CT); Select O Hits (TN); Bayside (CA); MS Dist. (IL).  
**Boddie Recording**, 12202 Union Ave., Cleveland, OH, 44105, (216) 752-3440. Pres.: Louise Boddie; Vice Pres./Eng.: Thomas R. Boddie; Mgr.: Dennis Boddie.

Label(s): (Owned) Bounty, Luau, Soul Kitchen, (Distributed) Caribe.  
**Bold 1 Records**, 2124 Darby Dr. NW, Massillon, OH, 44646, (216) 833-2061. A&R: Nick Bold.  
 Label(s): (Owned) Bold One, Rostown.  
**Bonaire Records**, 7774 Torreyson Dr., Los Angeles, CA, 90046, (213) 876-0367. Fax: (213) 876-0476. Pres./A&R Rep.: Clive Corcoran.  
 Label(s): (Owned) Avalanche, Bonaire.  
 US Reps.: INOI.  
**Boston Skyline Records**, 73 Hemenway St., #508, Boston, MA, 02115, (617) 536-5464. Fax: (617) 266-1575. Owner: Wayne Wadhams; Mktg./Promo. Mgr.: Tom Ullmann; Eng./Mastering Dir.: John Servies.  
 Label(s): (Owned) Boston Skyline.  
 US Reps.: Hired Gun (PA); Big State (TX,GA,FL); Bassin (FL); Encore (CO); MS Dist (IL); Sound Warehouse (TX); River-town, Select Music Systems (MN); Abbey Road, Chi-Lin Dist., Tower Int'l Dist., HB Recordings (CA); Alliance (CT).  
 Int'l Reps.: Dist. Fusion III (Canada).  
**Bouquet-Orchid Enterprises**, PO Box 1335, Norcross, GA, 30091, (404) 798-7999. Pres.: Bill Bohannon; Dir., A&R: Ed Neeley; Dir., Publicity/Promo.: Sue Harris; Dir., Mktg.: John Bohannon.  
 Label(s): (Owned) Bouquet.  
**Bradley Brothers Records & Tapes**, Box 2144, Winnetka, CA, 91306, (805) 522-6045. Fax: (805) 522-6058. Owner: Don Bradley; Vice Pres.: Hal Bradley; Nat'l Promos.: Debbie Lee.  
 Label(s): (Owned) Bradley Brothers, Cobra Country, EZ Stores, Tex Mex.  
**Braidwood Records**, 400 Amboy Ave., Metuchen, NJ, 08840, (908) 548-8542. Fax: (908) 548-6885. Pres.: Andrew Bellware; Dir.: JoAnne Mello.  
**Brainchild Records (Div. of Dean Whitney Music Enterprises)**, PO Box 1623, Lake Arrowhead, CA, 92352, (909) 337-5161. Fax: (909) 337-0474. Gen. Mgr.: Dean Whitney.  
**Branch Int'l Records**, 11347 Park Central Pl., Dallas, TX, 75230, (214) 750-0720. Fax: (214) 987-4638. Owner: Pat McKool; A&R: Mike Anthony; Publicity: Dolores Pitman.  
 Office(s): 23 Music Sq. E., Ste. 101, Nashville, TN, 37203, (615) 251-3128, Owner: Pat McKool.  
 Label(s): (Owned) Branch Int'l.  
**Bransounds Record Co.**, 132 Highland Dr., Ste. 8, Branson, MO, 65615, (417) 336-2463. Fax: (417) 336-2463. Pres.: Rick Rogers.  
**Brat Records**, PO Box 157, Richmond, VA, 23201, (804) 359-0001. Pres.: Barry Gottlieb.  
**Brentwood Music, Inc.**, One Maryland Farms, Ste. 200, Brentwood, TN, 37027, (615) 373-3950. Fax: (615) 373-0386. Vice Pres., Pct. Devel.: Dale Matthews; Creative Dir.: Ed Kee; Nat'l Sales Dir.: Don Noes; Mktg. Dir.: Dean K. Deihl.  
 Label(s): (Owned) Brentwood Bluegrass, Brentwood Jazz, Brentwood Kids Co.  
 Int'l Reps.: Word (United Kingdom); Christian Mkt. (Canada/New Zealand); Albany Commercial (Singapore); Glad Sounds (Malaysia); Glory Ministries (Taiwan); Sergio Moreno (Mexico); Marantha (South Africa).  
**Briarhead Records**, PO Box 1875, Gretna, LA, 70054, (504) 392-4615. Fax: (504) 392-4512. Pres.: Ken Keene; Vice Pres.: Frankie Ford.  
 Label(s): (Owned) Keeta, Sonor, (Distributed) Stardust.  
**Brick City Records**, PO Box 4291, Springfield, IL, 62708, (217) 523-2262. CEO/Pres.: Robert D. Adams, Sr.; Vice Pres. A&R: Terry Askew; Vice Pres., Admin.: Veronica L. Cook; Vice Pres. Mktg.: Oyeyinka Abioye.  
 Label(s): (Owned) Brick City.  
**Bridge Records, Inc.**, GPO Box 1864, New York, NY, 10116, (516) 487-1662. Fax: (516) 773-3397. Pres.: David Starobin; Mng. Dir.: Becky Starobin.  
 US Reps.: KOCH Int'l (US).  
 Int'l Reps.: Complete Record (UK); Media 7 (France); Bridge Records (Denmark, Sweden, Finland, Norway); Polydor IMS (Japan); Sonart Music Vision (Australia).  
**Bright Ideas Productions**, 31220 La Baya Dr., Ste. 110, Westlake Village, CA, 91362, (818) 707-7127. Fax: (818) 707-0889. Pres.: Lisa Marie Nelson; Mktg. Dir.: Marci L.



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Jaegle; Publicity: Spike Vail.  
 Label(s): (Owned) Bright Ideas Prods.  
**Brio Records**, 309 E. 90th St., New York, NY, 10128, (212) 348-1271. Pres.: Bob Katz; Vice Pres.: Mary Kent.  
 Label(s): (Owned) Brio.  
 US Reps.: Acoustic Sounds (KS).  
**Broadbeach Records**, 3464 Encinal Canyon Rd., Malibu, CA, 90265, (310) 457-4405. Pres.: Randy Nauert.  
 Label(s): (Owned) Peaceable, (Distributed) Great Northern Arts.  
**Brookside Records**, 5440 N. Ocean Dr., Ste. 1507, Singer Island, FL, 33404, (407) 842-3383. Fax: (407) 840-9121. Pres.: Reid Whitelaw.  
 US Reps.: Hot Productions (FL).  
**Toni Brown Promotions**, PO Box 275, New Hope, PA, 18938, (215) 862-3616. Owner: Toni Brown.

### Brunswick Record Corp.,

1841 Broadway, Ste. 713, New York, NY, 10023, (212) 246-7930.  
 Fax: (212) 246-8821. Pres.: Paul Tamopol; Bus. Aff./Licensing Dir.: Mara Tamopol; Legal Aff. Dir.: Mark Solomon; Sales Dir.: David Gore.  
 Label(s): (Owned) Brunswick, Dakar, (Distributed) Sutra.

**Brunswick Records**, 3353 Peachtree Rd. Ste. 220, Atlanta, GA, 30326, (404) 266-8990. Fax: (404) 266-8683. Pres.: Robert A. May; Legal/Bus. Affairs: Amy F. Davis.  
 Label(s): (Owned) Buckhead Music, The Comedy Label, Perfect Pitch, Small Wonder, (Distributed) Brunswick.  
**Janice Buckner/Moonlight Rose Publications**, 47 Pearwood Dr., Huntington, NY, 11746, (516) 421-2231. Fax: (516) 421-1050. Mgr.: Sy Buckner; Dir.: Janice Buckner.  
 Label(s): (Owned) Moonlight Rose Publications.  
 US Reps.: Silo Music, Music for the Little People (VT).  
**Buckshot Records**, 2210 W. Verdugo Ave., Burbank, CA, 91506, (818) 846-6518. Fax: (818) 797-1555. Pres./CEO: Durie Purvis; A&R Dir.: Vernon Bell; Bus. Affairs: Bob Tirado; Admin.: Bill K. Ellis.  
 Int'l Reps.: P-Vine (Japan).  
**Bullseye Blues Records**, One Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Marian L. Levy; Vice Pres.: Ken Irwin; Int'l: Bill Nowlin; A&R: Ron Levy.  
 US Reps.: Rounder, Precision (MA).  
**Bunjak Records/Acres of Talent**, 900 Westgate Ln., Ste. C-8, Bossier City, LA, 71112, (318) 742-5777. Pres.: Lillian Mills.  
**Burnside Records**, 3158 E. Burnside, Portland, OR, 97214, (503) 231-8943. Fax: (503) 238-2020. Pres./A&R: Terry Currier; Nat'l Sales/Promo: Bill McNally; Sales: Traci Taylor.  
 Label(s): (Owned) Burnside, (Distributed) Eurock, Magic Wing.  
 US Reps.: Distribution North America (MA); Rockbottom (FL).

## C

**C.E.G. Records, Inc.**, 102 E. Pikes Peak Ave., Ste. 600, Colorado Springs, CO, 80903, (719) 632-0227. Fax: (719) 634-2274. Pres.: Robert A. Case; Vice Pres.: Lindsay J. Case; Legal Counsel: Randle W. Case II; Exec. Asst.: Pres.: Kristine M. Doyon; Chief, Security: Kevin M. Elliott.  
**CGI Records**, 2001 Butterfield Rd., Ste. 1400, Downers Grove, IL, 60515, (708) 769-0033. Fax: (708) 769-0049. CEO: Thomas R. Leavens; Pres.: Joe Thomas; Pres./Music Div.: Bill Gilbert; Vice Pres.: A&R: Telisa Stinson.  
 Label(s): (Owned) CGI Records, Light, River North, River North Jazz, River North Nashville.  
 US Reps.: Polygram Group (NY).  
**CGR Productions**, 1526 14th St., Ste. 109, Santa Monica, CA, 90404, (310) 395-6995. Fax: (310) 395-9334. Contacts: Cliff Gorov, Garry Rosenblum.  
**CITA Communications, Inc.**, 676 Pittsburgh Rd., Butler, PA, 16001, (412) 586-6552. Fax: (412) 586-6642. Pres.: Michael Paul Taimuty, II; A&R: Mickie E. Taimuty; Mktg/Promo: Melissa Taimuty.  
 Label(s): (Owned) Ctrl-Alt Digital, Phunni, Tropa.  
**Calvert Street Records, Inc.**, 1400 Alileanna, Baltimore, MD, 21231, (410) 522-1001. Fax: (410) 675-4859. Pres./A&R: Stephen Janis.  
 Label(s): (Owned) CLR, Calvert Street, Ultra-Ethereal.  
**CMH Records, Inc.**, PO Box 39439, Los Angeles, CA, 90039, (213) 663-8073. Fax: (213) 669-1470. Pres.: David Haerle; Dwell Records: Raul Caballero.  
 Label(s): (Owned) CMH, (Distributed) Bumi, Dwell.  
**CPC Records**, PO Box 51525, Levittown, PA, 00950, (809) 261-6100. Fax: (809) 795-9500. Pres.: Candido Parrilla; Pres./A&R: Candido Parrilla; Promo/Mktg.: Miriam Rodriguez; Admin.: Antonia Serrano.  
 Label(s): (Owned) CPC.  
 US Reps.: Aponte Dist., Nat'l Dist., (PR).  
**Cabin Fever Music**, 100 W. Putnam Ave., Greenwich, CT, 06830, (203) 863-5200. Fax: (203) 863-5268. Pres.: Thomas Molito; Vice Pres. Sales/Mktg.: Robert Bantle; Vice Pres. Music: Bill Dobie.  
 Label(s): (Owned) Cabin Fever Music.  
 US Reps.: Navarre Corp. (MN).  
**Cachet Entertainment**, PO Box 783, New York, NY, 10101, (212) 757-8430. Fax: (212) 767-1204. Pres.: Jack Levy; CFO: Joel Silverman; Vice Pres., Mktg.: Harry Safter; Vice Pres. A&R: Bill Heller.  
 Label(s): (Owned) Cachet Entertainment.

**Cactus Records**, 125 43rd Ave. N., Nashville, TN, 37209, (615) 292-0324. Owner: Butch Baldassari.  
**Cadence Jazz Records Ltd.**, Cadence Bldg., Redwood, NY, 13679, (315) 287-2852. Fax: (315) 287-2860. Pres.: Robert D. Rusch; Promo: Dave Bernstein; Adv.: Larry Raye.  
 Label(s): (Owned) Cadence Jazz.  
**Cadet Records**, 221 E. Main St., Burnett, WI, 53922, (414) 689-2320. Contact: Don Peachey.  
 Label(s): (Owned) Cadet.  
**Cafe Records**, PO Box 2313, Harbor, OR, 97415, (503) 469-5940. Fax: (503) 469-1980. Mng. Dir.: Stephen Bruce; Gen. Mgr.: Phil Jeffery.  
**Caliber Records, Inc.**, 12754 Ventura Blvd., 2nd Floor, Studio City, CA, 91604, (818) 985-0009. Fax: (818) 985-9292. Pres.: Stephen Brown; Sr. Vice Pres./Gen. Mgr.: Robin Wren; Vice Pres.: William Follett; Vice Pres.: Jack Ashton.  
**California Int'l Records**, PO Box 2818, Newport Beach, CA, 92659, (714) 494-0181. Fax: (714) 494-0982. Pres.: Joseph Nicoletti; A&R: Eliza Lorenz.  
 Label(s): (Owned) California Int'l, Creative Network Co., Global Village.  
**Canasla Record Co.**, 318 N. Seventh St., Kingsville, TX, 78363, (210) 592-0391. Owner: Beltran L. Garcia.  
**Candy Records**, 2716 Springlake Ct., Irving, TX, 75060, (214) 790-5172. Owner/Gen. Mgr./A&R: Kenny Wayne; Office Mgr.: Candy Renee Hagler; Asst. Office Mgr.: Holli Hagler; Warehouse Mgr.: Ronnie Hart.  
 Label(s): (Owned) Candy, Holli, Kountry Kamotion, Lil' Possum, Sweet Tooth.  
**Canyon Creek Records, Inc.**, 11347 Park Central Pl., Dallas, TX, 75230, (214) 750-0720. Fax: (214) 987-4638. Contact: Bart Barton.  
 Label(s): (Owned) Canyon Creek, (Distributed) Branch Int'l, Lemon Square.  
**Canyon Records Productions, Inc.**, 4143 N. 16th St., Ste. 6, Phoenix, AZ, 85016, (602) 279-5941. Fax: (602) 279-9233. Pres.: Robert Doyle; Vice Pres.: Marty Butler; Opns. Mgr.: Dolores Doyle.  
 Label(s): (Owned) Canyon.  
**Capitol Records**, 1750 N. Vine St., Hollywood, CA, 90028, (213) 462-6252. Pres.: Gary Gersh; Exec. Vice Pres.: Ralph Simon; Sr. Vice Pres. Promos.: John Fagot; Sr. Vice Pres. Sales: Lou Mann; Sr. Vice Pres., Mktg.: Bruce Kirkland; Nat'l Dir., Rock Promo: Tasha Mack; Dir. Artist Devel.: Rob Gordon; Vice Pres., Creative Mktg.: Ruth Carson; Sr. Vice Pres. A&R: Simon Potts; Vice Pres., Urban Promo: Barbara Lewis; East Coast Gen. Mgr.: Bruce Lundvall; Vice Pres. A&R: Tim Devine; Vice Pres., Mktg.: Tom Corson; Vice Pres. Video Prod.: Michelle Peacock; Vice Pres. Media/Artist Rel.: Audrey Strahl; Vice Pres., Int'l: Paddy Spinks.  
 Office(s): 810 Seventh Ave., New York, NY, 10019, (212) 603-8700. Gen. Mgr.: Bruce Lundvall.  
**Caprice Int'l Discs**, Postal Ste. 808, Lititz, PA, 17543, (717) 627-4800. Fax: (717) 627-7664. Founder/CEO: Gerry Granahan; Pres./A&R Dir.: Joey Welz; Professional Mgr.: James E. Myers; Vice Pres., Int'l: Rob Van Antwerpen; Vice Pres., Promo: Butch Paulson; Nat'l Promo: Richard Coloniz; West Coast Promos.: Nick Therry.  
 Label(s): (Owned) American Radio, Bat, Canadian American, Caprice Int'l, Disc-Go, Juke Box, Lefevre, Monumental, (Distributed) Arctic, August, Big Noise, Bold-I, Bounce, Dome, Fraternity, Golden Moon, Guido, Lecam, Music City, Nomca, Orange, Palmer, Pastel, Red Moon, Rocket, S-B, S&M, Sanity Check, Saxe, Spinitt, Trend, Wedge, Zephyrus.  
 US Reps.: Trend (GA); Dixi Raks, N.S.D., Music City Dist. (TN); L.R.J. (NM); N.O.M.C.A. (LA); I.M.A. (NJ); and other independent distributors.  
 Int'l Reps.: Two Marie Music, Pool Music, Hydra, Bison Bop, Mark White Press & Publicity, Polydor (Germany); T.L.P., Media Tron (Belgium); All Disc (Brazil); Dureco (The Netherlands); Blitz Records, N.C.M.Q. (Sweden); Show Music/B.M.G. (Switzerland); Alligator, P.M.G. (France); Ace (United Kingdom).  
**Capricorn Records, Inc.**, 120 30th Ave. N., Nashville, TN, 37203, (615) 320-8470. Fax: (615) 320-8476. Pres.: Phil Walden; Vice Pres./Gen. Mgr.: Don Schmitzer; Vice Pres., Promos/Mktg.: Jeff Cook; Dir., Bus. Affairs: Philip Walden, Jr.; Nat'l Dir., Country Promo: Rick Rockhill.  
**Capstan Records**, PO Box 211, East Prairie, MO, 63845, (314) 649-2211. Pres.: Tommy Loomas; Vice Pres.: Joe Silver; A&R: Alan Carter; A&R: Glen Horsley.  
 Label(s): (Owned) Octagon.  
**Carlyle Records, Inc.**, 1217 16th Ave. S., Nashville, TN, 37212, (615) 327-8129. Fax: (615) 321-0928. Pres.: Laura Fraser; Vice Pres.: Preston Sullivan; Dir. Promo: Keith Coes.  
**Carmel Records**, PO Box 50353, Palo Alto, CA, 94303, (415) 856-3650. Fax: (415) 856-0371. CEO: Marjorie Jean; Exec. Producer/Chrm. of the Board: Donald Groshart; Dir., Opns.: Glen L.R. Sexton; Dir., Promos/Artist Rel.: Jeanette Avenida.  
 Label(s): (Owned) Carmel, (Distributed) Acoustic Moods, Edgetone, Fountain Prods., KS, Magical Music Express, Navarraz, Nightgale, Piano Princess, Rainin'.  
**Carnahan Enterprises**, Old Hwy 54 W., Macks Creek, MO, 65786, (314) 363-5432. Fax: (314) 363-5820. Owner: B.J. Carnahan; Gen. Mgr.: Brad Edwards.  
 Label(s): (Owned) BOC, History.  
**Caroline Records, Inc.**, 114 W. 26th St., 11th Floor, New York, NY, 10001, (212) 989-2929. Fax: (212) 989-9791. COO: Matthew Platt; Vice Pres./A&R/Label Opns.: Lyle Preslar; Vice Pres./Sales/Dist.: Rick Williams; Dir./Press/Video: Amy Welch.  
 Office(s): 9834 Glenoaks Blvd., Sun Valley, CA, 91352, (818)

504-0965. Fax: (818) 504-2745.  
 Label(s): (Owned) Astralwerks, Caroline, Gyroscope, Herald, Passenger, Primo Scree, Real World, Venture, (Distributed) All Saints, Antler Subway, Blue Plate, EG, Front Line, Plan 9, Play It Again Sam, Rear World.  
 Int'l Reps.: Virgin (UK).  
**Carousel Records**, 80 S. Washington St., Ste. 200, Seattle, WA, 98104, (206) 624-7688. Fax: (206) 622-7929. Pres.: Walt Wagner.  
**Cartone Records**, 747 Tenth Ave., New York, NY, 10019, (212) 586-1189. Fax: (212) 765-6435. Contact: Tony Pabone, Jr.  
**Buzz Cason Enterprises**, 2804 Azalea Pl., Nashville, TN, 37204, (615) 383-8682. Fax: (615) 383-8696. Pres./Owner: James E. "Buzz" Cason.  
 Label(s): (Owned) Track America.  
**Castle Records/All Star Promotions**, PO Box 1130, Tallavast, FL, 34270, (813) 351-3253. Fax: (813) 351-3253. Pres.: Rob Russen; Vice Pres., C & W Div.: Lynn N. Russen; C & W Div., A&R: Sal Corrente.  
 Label(s): (Owned) All Star, Jade, Phoenix, Pyramid, Rock Island, TCB.  
**Catalpa Records**, PO Box 1314, Santa Cruz, CA, 95061, (408) 427-3153. Partners: Matthew Werner, Maria Kersey, Michele Whizin, Michael Wilson.  
 Label(s): (Owned) Catalpa.  
**Celebrity Licensing, Inc.**, 6711 Forest Lawn Dr., Ste. 100, Los Angeles, CA, 90068, (213) 876-9615. Fax: (213) 876-1810. CEO: Thomas Bonetti; Vice Pres.: Nola Leone, Scott Ravine.  
 Label(s): (Owned) Barnaby, Cadence, Chancellor, Charger, Class, Coed, Crusader, Eldo, Fraternity, GRT, Janus, Monogram, Parlo, Rendezvous.  
**Celluloid Records Ltd.**, 180 Varick St., Ste. 1400, New York, NY, 10014, (212) 606-3748. Fax: (212) 675-6847. Label Mgr./Promos.: Betsy Kelly; A&R Dir.: Roberto Soares; Promo, Mktg.: Amy Killofey; Mktg./Sales: Matt Gurwitz.  
 Label(s): (Owned) Braziloid, Celluloid, Club Rio, Mercenary, Moving Target, Skaloil, (Distributed) Day Eight, Metrotone.  
**Centaur Records**, 82 Aldine St., Rochester, NY, 14619, (716) 328-4649. Pres.: Martha Pitoni; A&R Head/Creative Dir.: Ven Pitoni; Publicity: Marvin Steffey; Promos/Sales: Harold Bentley; Adv./Pub. Rel.: Marvin Steffey.  
 Label(s): (Owned) Centaur, Ruth, Sea King.  
**Centaur Records, Inc.**, 8857 Highland Rd., Ste. 206, Baton Rouge, LA, 70808, (504) 336-4877. Fax: (504) 336-9678. Pres.: Victor E. Saches; Vice Pres.: Dan Cassin.  
 Label(s): (Owned) Centaur.  
 US Reps.: Qualiton (US).  
 Int'l Reps.: Complete Record Co (UK); Disco-Center (Germany); La Bottega discantica (Italy) Tokyo M. Plus Co. (Japan); IBS (Canada); Euroton (Sweden); Several (Spain); Spartacus (Mexico, Hong Kong).  
**The Century Family, Inc./Century Media Records**, 1453A 14th St., Ste. 324, Santa Monica, CA, 90404, (310) 336-0094. Fax: (310) 336-1455. Dir., A&R: Borivoj Urgin; Dir., Sales: Julie Wexler; Dir., Publicity: Ula Gehret; Mng. Dir.: Oliver Withoft.  
 Label(s): (Owned) Century Black, Century Media, (Distributed) Lonely Planet Productions, Millennium.  
 US Reps.: RED (NY).  
 Int'l Reps.: SPV (Germany); Plastichead (UK).  
**Century Records, Inc.**, PO Box 4094, Pittsburgh, PA, 15201, (412) 782-4477. Pres.: Edward J. Moschetti; A&R: Matt Edwards.  
 Label(s): (Owned) Star.  
**Cerebral Records**, 1236 Laguna Dr., Carlsbad, CA, 92008, (619) 434-2497. Pres.: Lincoln A. Kroll; Vice Pres./Accounting: Laura Maher.  
 Label(s): (Owned) Cerebral.  
 US Reps.: City Hall Records Dist. (CA).  
**Cexton Records**, 2740 S. Harbor Blvd., Ste. K, Santa Ana, CA, 92704, (714) 641-0740. Fax: (714) 641-1025. Pres./Vice Pres. A&R: John Anello, Jr.; Vice Pres., Promo/A&R: Christine Thompson.  
 Label(s): (Owned) Blue, (Distributed) Rare Sound, Triangle, Wildcat.  
 US Reps.: Abbey Road (CA).  
**Cha Cha Records**, PO Box 321, Port Washington, WI, 53074, (414) 284-5242. Fax: (414) 284-5242. Contact: Joseph C. DeLucia.  
 Label(s): (Owned) Cap, Cha Cha, Debby.  
**Channel Productions**, 305 Third Ave. E., Twin Falls, ID, 83303, (208) 734-8668. Fax: (208) 734-6550. Owner: Sam Yost; Office Mgr.: Mary Kay Martin; Dir., Mktg.: Judi Baxter.  
 Label(s): (Distributed) Channel Prods.  
 US Reps.: Encore (CO); Music Distributors (TX); Real to Reel (CA); Music Design (WI).  
**Charade Records**, 1384 Sequoia Ave., Tulare, CA, 93274, (209) 686-2533. Pres.: Raymond A. Baradat; Vice Pres.: Sandra G. Baradat; Promos.: Bob Dennard; A&R: Art Stewart.  
 Label(s): (Owned) Charade, Faux Pas, Tarabad, (Distributed) Rooster Fish.  
**Charisma Records**, 1790 Broadway, 20th Floor, New York, NY, 10019, (212) 586-7700. Fax: (212) 765-0989. Pres.: Phil Quarataro; Vice Pres. Sales: Jerre Hall; Vice Pres. Nat'l Pop Promo: Al Moinet (Los Angeles); Vice Pres. Publicity: Milhan Gorkey; Press Mgr.: Lisa Rettini; Dir. Int'l: Lori Pappalardo.  
 Office(s): 335 N. Maple Dr., Ste. 260, Beverly Hills, CA, 90210, (213) 275-9071. Fax: (213) 275-9148. Vice Pres. West Coast A&R: Danny Goodwin, Vice Pres. Album Promo: Lenny Bronstein.  
 Label(s): (Owned) Charisma, (Distributed) Point Blank.  
 US Reps.: Dist. by Atlantic through W.E.A. (NY).



**Chase Music Group**, PO Box 11178, Glendale, CA, 91226, (818) 507-4240. Fax: (818) 241-9778. Pres.: William G. Stillfield. Label(s): (Owned) Chase Music Group, Mighty Tiger. US Reps.: Action Music (OH); Encore (CO); Landmark (MN); Precision Sound Marketing (WA); Rock Bottom (FL); Twinbrook Music (NY).

**Chattahoochee Records**, 15230 Weddington St., Sherman Oaks, CA, 91411, (818) 788-6863. Pres.: Christopher Yardum; Mktg. Mgr.: Andre Duval; Promo.: Robyn Myers.

**Cheetah Records, Inc.**, 3208 E. Colonial Dr., Ste. 131, Orlando, FL, 32803. Pres.: Thomas R. Reich; Vice Pres.: Michael Hampton; Gen. Mgr.: Cindy Barr; Mktg.: Sheila Strom; A&R: Allen Govan. Label(s): (Owned) Cheetah, Majii, R. M.

**Cheetah Records**, 252 W. 30th St., #6-B, New York, NY, 10001, (212) 971-0296. Fax: (212) 714-0151. Pres./CEO: Tero Nakamura; Exec. Vice Pres.: Doc Battle; Gen. Mgr.: Tadashi Yasunaga; Mktg./Promo. Dir.: Paul Khalaf. Label(s): (Owned) Sazz.

**Chemistry Records Ltd.**, 117 W. 26th St., 5th Floor, New York, NY, 10001, (212) 741-0007. Fax: (212) 243-2603. Pres.: Robert John Jones; A&R Dir.: Brian Chin; A&R Mgr.: J. C. Hairston. US Reps.: Mercury Records (NY), INDI (NJ).

**Chequamegon Music**, PO Box 223, Washburn, WI, 54891, (715) 373-5731. Dir.: Steven Zdenek Eckels; Associate Producer: Barbara J. Eckels. US Reps.: Silo (CT); 4 Winds (CO); Mill City (MN). Int'l Reps.: Holborne (Canada).

**Cherry Lane Records, Inc.**, 10 Midland Ave., Port Chester, NY, 10573, (914) 937-8601. Fax: (914) 937-0614. Pres.: Peter Primont; A&R: Michael Connelly.

**Chesky Records**, 311 W. 43rd St., Ste. 702, New York, NY, 10036, (212) 586-7799. Fax: (212) 262-0814. Pres.: Norman Chesky; Mktg. Dir.: Lee Greenblatt; A&R: Steve Kaiser; Artist Devel.: Lisa Hirshfield; Int'l Pub. Promo.: Roy Spangenthal.

**Chi-Town Records**, 2123 N. Seminary Ave., Chicago, IL, 60614, (312) 348-3730. Pres./A&R: Carl Bonafede; Vice Pres.: Lew Douglas. Label(s): (Owned) Chi-Town, (Distributed) Chi-City, Land of Lincoln, Railroad Center.

**Chiaroscuro Records**, 830 Broadway, New York, NY, 10003, (212) 473-0479. Fax: (212) 475-1567. Chrmn.: Andrew Sordoni; Pres.: Hank O'Neal; Vice Pres.: Shelley Shier; Sales, Mktg.: Jon Bates; Promo., Publicity: Gina Lawson.

**Choke, Inc.**, 1376 W. Grand Ave., Chicago, IL, 60622, (312) 226-9477. Fax: (312) 733-7447. Co-Pres.: Phillip Tory; Co-Pres.: Brendan Coyne. Label(s): (Owned) Choke.

**Christy Records Int'l**, 1817 Loch Lomond Way, Las Vegas, NV, 89102, (702) 384-0030. Fax: (702) 382-1926. Pres.: Joe Jan Jaros; Vice Pres. A&R: Jennifer J. Jaros; Vice Pres.: Pauline M. Jaros. Label(s): (Owned) Americatone Int'l USA, Christy Int'l. US Reps.: Otter Dist., Big Dist., Int'l Dist. (CA); Harbor Dist., Twinbrook (NY).

**Chrysalis Records, Inc.**, 1290 Avenue of the Americas, New York, NY, 10104, (212) 492-1200. Fax: (212) 319-0685. Sr. Vice Pres., Promos.: Tom Gorman; Nat'l Dir., Video Promos.: Suzanne Olsson. Office(s): 9255 Sunset Blvd., Ste. 319, Los Angeles, CA, 90069, (213) 550-0171. Fax: (213) 550-0785. Dir., Product Mgmt.: Fran Musso; 13 Bramley Rd., Scenic Brewery, London, W10 6SP, United Kingdom, (213) 550-0171, Fax: (071) 221-6455. Pres.: Paul Conroy. Label(s): (Owned) Ensign. US Reps.: CEMA (CA).

**Church Street Records**, 1010 17th Ave. S., Nashville, TN, 37212, (615) 244-2928. Fax: (615) 244-2928.

**Cimiron/Rainbird Records, Inc.**, 607 Piney Point Rd., Yorktown, VA, 23692, (804) 898-8155. Pres.: Lana Puckett; Vice Pres./Gen. Mgr.: Kim Person. Label(s): (Owned) Cimiron, Rainbird.

**Cinema Records, Inc.**, 812 W. Darby Rd., Havertown, PA, 19083, (610) 446-7100. Fax: (610) 446-7721. Pres.: Dennis Somach; Vice Pres.: Richard Somach. Label(s): (Distributed) Capitol.

**Cisum Records**, 708 W. Euclid, Pittsburg, KS, 66762, (316) 231-6443. Owner: Shawn Strasser; A&R: Dawn Bruce; Vice Pres. A&R: Gene Strasser.

**City Pigeon Records**, PO Box 43135, Upper Montclair, NJ, 07043, (201) 857-2935. Pres.: Richard Reiter; Promo./A&R: Susan Feldman.

**City Spark Records**, 2208 W. 56th St., Shawnee Mission, KS, 66208, (913) 722-2422. Fax: (913) 722-1606. Pres./A&R: Tom Mardikes. Label(s): (Owned) City Sparks Records. US Reps.: Bayside (CA); Encore (CO); Silo Systems (VT); Music Design (WI).

**Claiming Race Records**, PO Box 2147, Sioux City, IA, 51104, Pres.: T. H. Eglin; Dir.: "Morrie" Miller. Label(s): (Owned) Claiming Race, (Distributed) Blue-Eyed-Blues, Blues City, Little Chicago, Tractor Records, Trick Bag.

**Clean Cuts, Inc.**, 2901 Chestnut Ave., Baltimore, MD, 21211, (410) 467-4231. Fax: (410) 467-4642. Pres.: Jack Heyman. Label(s): (Owned) Clean Cuts.

**Cleveland Co.**, 12600 Rockside Rd., Ste. 126, Cleveland, OH, 44133, (216) 278-2353. Pres.: Diane Endres. Label(s): (Owned) Rune.

**Clone Records**, 251 Cheltenham Ln., Munroe Falls, OH, 44262, (216) 633-1620. Owner/Pres.: Nick Nicholas. Label(s): (Owned) Akros, Clone.

**Clubhouse Records**, 244 S. "A" St., Santa Rosa, CA, 95401, (707) 575-9552. Fax: (707) 575-4431. Pres.: Ken Mansfield; Mktg.: Nina Paone, Kelly Grogan; Artist: Tor Olson. US Reps.: Distribution North America(MA).

**Coimex Int'l Ltd.**, 320 Old Dominion Rd., Bristol, VA, 24201, (703) 669-0736. Pres.: Vladimir Radev. Label(s): (Owned) Coimex.

**Collector Records**, 1604 Arbor View Rd., Silver Spring, MD, 20902, (301) 949-2033. Contact: Joe Glazer. Label(s): (Owned) Collector.

**Collector's Pipeline, Inc.**, 117 Engineers Dr., Hicksville, NY, 11801, Fax: (516) 539-0154. Mgr.: George Grant. Label(s): (Owned) Collector's Pipeline.

**Columbia Records**, 550 Madison Ave., New York, NY, 10022, (212) 833-8000. Pres.: Don Ienner; Vice Pres./Gen. Mgr.: Fred Ehrlich; Sr. Vice Pres., A&R: David Kahne; Sr. Vice Pres./Exec. Prod., A&R: Dr. George Butler; Sr. Vice Pres., Black Music: Tony Anderson; Sr. Vice Pres., Black Music Promo.: Eddie Pugh; Sr. Vice Pres., Promo.: Burt Baumgartner; Sr. Vice Pres., Sales: Rich Kudolla; Sr. Vice Pres., Chaos: Jim Cawley; Vice Pres., Admin.: Denis Venturino; Vice Pres., A&R: Don DeVito; Vice Pres., A&R East Coast: Mitchell Cohen; Vice Pres./Staff Prod., A&R West: Randy Jackson; Vice Pres., A&R West Coast: Chuck Plotkin; Vice Pres., Soundtracks: Maureen Crowe; Vice Pres., AC Promo: Jerry Lembo; Vice Pres., AOR Promo: Kid Leo; Vice Pres., Album Promo.: Jim DelBalzo; Vice Pres., Artist Devel.: Angela Thomas; Vice Pres.: Int'l Mktg.: J.P. Bommel; Vice Pres., Mktg. East Coast: Jay Krugman; Vice Pres., Mktg. West Coast: Diarmuid Quinn; Vice Pres., Media: Larry Jenkins; Vice Pres., Nat'l Publicity: Leyla Turkan; Vice Pres., Video Prod.: Lee Rolontz; Vice Pres., Video Promo.: Mark Ghunelm; Vice Pres., TV Promo: Vicki Batkin; Vice Pres., Black Music Promo: Ken Wilson; Sr. Dir./Staff Prod. A&R: Vaughn Halyard; Dir., A&R/Mktg.: Steve Berkowitz; Dir., A&R: Mike Corbett; Dir., A&R: Jim Dunbar; Dir., A&R: Denise Gatto; Dir., A&R: Faith Newman; Dir., A&R: Maxine Stowe; Dir., Media: Fran DeFeo; Dir., Media: Kevin Kennedy; Dir., Media: Jocelyn Loeb; Dir., Media: Miguel Bague; Dir., Pdct. Mktg.: Nick Cucci; Dir., Pdct. Mktg.: Mason Munoz. Office(s): 34 Music Sq. E., Nashville, TN, 37203, (615) 742-4321. Fax: (615) 254-3879. Pres.: Roy Wunsch; 2100 Colorado Ave., Santa Monica, CA, 90404, (310) 449-2100. Vice Pres., Soundtracks: Maureen Crowe, Vice Pres., TV Rels.: Vicki Batkin. Label(s): (Owned) CHAOS, Columbia, (Distributed) DIW, Def Jam, Earache, 40 Acres & A Mule, RAL, Red Decibel, Ruff House, Thirst Ear, Vinyl Solution.

**Column One Ltd. Music Group**, PO Box 6411, Springfield, MO, 65801, (417) 881-5015. Pres./CEO: Elizabeth M. Williams; Vice Pres./Gen. Mgr.: Lou Whitney. Label(s): (Distributed) Borrowed.

**Command Records**, 10636 Commerce Ave., Tujunga, CA, 91042, (213) 466-3199. Fax: (213) 466-3974. Exec. Vice Pres./Gen. Mgr. Kent Washburn; Admin. Asst./Radio Promos: Nawanaya Lyles; Press/Pub. Rel.: Hilary Hicks. Label(s): (Owned) Command. US Reps.: Word(TN).

**Compo Records**, 105 Burk Dr., Oklahoma City, OK, 73115, (405) 677-6448. Pres.: Yvonne Devaney; Gen. Mgr.: Sonny Lane.

**Composers Recordings, Inc.**, 73 Spring St., Ste. 506, New York, NY, 10012. Mng. Dir.: Joseph R. Dalton. Label(s): (Owned) CRI, CRI American Masters, Emergency Music, Exchange. US Reps.: Koch Int'l (NY).

**Comstock Records Ltd.**, 10603 N. Hayden Rd., Ste. 114, Scottsdale, AZ, 85260, (602) 951-3115. Fax: (602) 951-3074. Pres.: Frank Fara; Vice Pres./Producer: Patty Parker. Label(s): (Owned) Comstock, Payload.

**Conarch Productions**, PO Box 201, Tecumseh, OK, 74873, (405) 598-6379. Owner/Mgr.: Darrell Archer; Prodn. Devel. Coord.: Starla Armitage; Dir., Promos/Mktg.: Beverly Theige. Label(s): (Owned) Conarch Recording, Courier Recording, Gentle Wind Recording, Shadowland Recording.

**Concord Jazz, Inc.**, 2888 Willow Pass Rd., Concord, CA, 94519, (510) 682-6770. Fax: (510) 682-3508. Pres.: Carl E. Jefferson; Exec. Vice Pres.: John Burk; Dir. Promos/Pub./A&R: Nick Phillips; Adv/Promo. Dir.: Nick Phillips. Label(s): (Owned) Concord Concerto, Concord Picante, Crossover, Jazz Alliance.

**Concorde Int'l/Con Brio Music**, 1620 16th Ave. S., Nashville, TN, 37212, (615) 269-7095. Fax: (615) 269-0131. Gen. Mgr.: Jeff Walker. Label(s): (Owned) Con Brio Music, Concorde Int'l.

**Continental Artist Records**, PO Box 6025, Newport News, VA, 23606, (804) 595-9000. Pres.: Mike Von Frend; Dir. A&R: Frank Evans.

**Continental Communications Corp.**, 523 Route 303, Orangeburg, NY, 10962, (201) 767-5551. Fax: (201) 767-8977. Pres.: Robert Schwartz; Exec. Vice Pres.: Gene Schwartz; Vice Pres., Sales: Ron Bollow. Label(s): (Owned) Laurie, 3 C, (Distributed) Connoisseur, Happy Hour, Planetary, Playback, Silver City. US Reps.: Action Music (OH); Big State (TX); Select O Hits (TN); Landmark Dist. (NJ); Jerry Bassin Dist. (FL).

**Continental Recordings, Inc.**, 230 Adams St., Newton, MA, 02458, (617) 630-0007. Fax: (617) 630-0019. Pres./Gen. Mgr.: L. Daniel Flynn; Vice Pres.: John F. Flynn; Treasurer: John K. Chaisson. Label(s): (Owned) Corl.

**Continental Records (Div. of Cash Productions)**, 744 Joppa Farm Rd., Joppatowne, MD, 21085, (410) 679-2262. Fax: (410)

766-1728. CEO/Gen. Mgr./A&R: Ernest W. Cas., Nat'l Promo: Debra Benedetta; Legal Dept.: Norma. Label(s): (Owned) Continental.

**The Continuum Group, Inc.**, 380 Ludlow Ave., Cranford, NJ, 07016, (908) 709-0011. Fax: (908) 709-0641. Pres.: Tim Brack; V.P. Pdct. Mgmt., A&R: Tony Kee; V.P. Mktg.: Jen Negri; Exec. V.P., Gen. Mgr.: Joseph DeMeo; Exec. V.P. Special Projects: Curtis Urbina. Label(s): (Owned) Continuum, Dubois, Nuff Nuff, Top Dog. Int'l Reps.: Sony (Japan); Festival (Australia); Music for Nations (U.K.).

**Conversa-Phone Institute, Inc.**, 2101 Ninth Ave., Ronkonkoma, NY, 11779, (516) 467-0600. Fax: (516) 467-0602. Pres.: Edmund L. Owen; Vice Pres.: Bruce A. Owen; Sales Mgr.: Steven Owen. Label(s): (Owned) Conversa-Phone CD, Conversa-Phone Educational, Betty White CD Series, Betty White Dance Series.

**Cookin' Records**, 26 Northern Ave., Harwich Port, MA, 02646, (508) 432-9070. Contact: Jack Sager. Label(s): (Distributed) Cookin, Demand.

**Copper Creek Records**, 308 Mapleton Ave. NE, Roanoke, VA, 24012, (703) 563-5937. Fax: (703) 343-3240. Owners: Gary B. Reid, Susan H. Reid.

**CopperChase Productions, Inc.**, PO Box 110099, Nashville, TN, 37222, (615) 832-6480. Fax: (615) 832-0073. Pres.: Jan Reese; Sec.: Beverly Tidwell; Contact: Betty Carnahan; Creative Dir.: Jamie Chavez.

**Corason**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owner/Producer: Eduardo Llerenas; Label Contact: Michael Dunford; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul. US Reps.: Rounder Records (MA).

**Corinthian Records Co/Hanover Music Corp.**, PO Box 6296, Beverly Hills, CA, 90212. Pres.: Paul Weston; Vice Pres.: Jo Stafford Weston; Sec./A&R: Tim Weston.

**Cosmotone Records**, 3350 Hwy. 6, Ste. 412, Houston, TX, 77478. Contact: Rafael Brom. Label(s): (Owned) Brom Studio, Center For The Queen Of Peace, Cosmotone Music.

**Country Int'l Records**, 23 Music Cir. E., Nashville, TN, 37203, (615) 327-4656. Vice Pres.: J.G. Ford. Label(s): (Owned) Emkay, Ford, Merry-Go-Round, (Distributed) Tree Top.

**Country Music Foundation**, 4 Music Sq. E., Nashville, TN, 37203, (615) 256-1639. Fax: (615) 255-2245. Dir.: Bill Ivey; Deputy Dir.: Kyle Young; Sales Rep.: Kelley Sallee-Snead. Label(s): (Owned) Country Music Foundation. US Reps.: REP Co. (MN).

**Country Showcase America Records**, 385 Main St., Laurel, MD, 20707, (301) 725-7713. Fax: (301) 604-2676. Pres.: Francis



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Gosman; Promos: Bob Teaff/Cherokee; A&R: Bill Cochran. Label(s): (Owned) CSA, Country Showcase America. Country Star Int'l, 439 Wiley Ave., Franklin, PA, 16233, (814) 432-4633. Pres: Norman Kelly; Vice Pres: Oliver Mersey; Sec./Treasurer: June L. Kelly. Label(s): (Owned) CSI, Country Star, Mersey, Process. County Records, Main St., Floyd, VA, 24091, (703) 745-2001. Fax: (703) 745-2008. Owner: Dave Freeman; Promo/Production: Gary B. Reid. Label(s): (Owned) Rebel.

Covenant Communications, Inc., 920 E. State Rd., American Fork, UT, 84003, (801) 756-9966. Fax: (801) 756-1049. CEO: Lew Kofford; Dir. Mktg.: Robby Nichols; Audio/Video Editor: Marilyn Kofford; Studio Sales: Georgie Hall. Label(s): (Owned) Covenant, The Portals Project, (Distributed) Phoenix.

Cowboy Junction Flea Market & Publishing Co., 3949 W. Hwy. 44 & Jct. 490, Lecanto, FL, 34461, (904) 746-4754. Pres: Buddy Max; Vice Pres: John Pastuch; Sec: Freda Pastuch. Label(s): (Owned) Cowboy Junction.

Cowgirl Records, PO Box 6085, Burbank, CA, 91510. Pres: M. Kaye; Mktg.: A. Andrews; Contact: A. Zedalis. Label(s): (Owned) Cowgirl.

Crazy Cajun Productions, 5626 Brock St., Houston, TX, 77023, (713) 926-4438. Fax: (713) 926-8303. Owner/Prod.: Huey P. Meaux; Admin. Asst.: Kim McIlvain. Label(s): (Owned) Tribe.

Creative Sound Corp., PO Box 755, Malibu, CA, 90265, (310) 456-5482, (718) 921-2807. Fax: (310) 456-7886. Pres: Bob Cotterell; Customer Serv. Mgr.: John Condon. Label(s): (Owned) Sunrise, (Distributed) Solid Rock.

US Reps.: Diadem, Inc. (TN).

Credence Records, 10 Universal City Plz., Ste. 830, Universal City, CA, 91608, (818) 505-0488. Fax: (818) 505-0420. Pres./CEO: Ed Carahan; Managing Dir./COO: Santonio R. Scotti; Commander/CIO: Jaeson E.J.E. Jarrett; A&R Mgr.: Danni DeVito. Label(s): (Owned) Credence, Home, Oaktree.

Crescent Moon Records, 6205 Bird Road, Miami, FL, 33115, (305) 666-0291. Fax: (305) 663-1740. Owner: Emilio Estefan; Product & Artist Mgr.: Rebecca Fajardo.

Eddie Crook Co., 814 Wren Rd., Goodlettsville, TN, 37070, (615) 851-1360. Fax: (615) 851-7755. Pres: Eddie Crook; A&R: Danny Jones; Sales: Cyndi Harp.

Label(s): (Owned) Cedar Hill, Harvest, Morningstar. US Reps.: New Day (TN); Spring Arbor (MI).

Crystal Clear Sound, 4902 Don Dr., Dallas, TX, 75247, (214) 630-2957. Fax: (214) 630-5936. Owner: Sam Paulos; Studio Mgr.: Keith Rust; Dist. Mgr.: Sherri Gesin. Label(s): (Owned) Crystal Clear Sound. US Reps.: REP (WA).

CrGStar Records, Inc., 2235 Willida Ln., Sedro Woolley, WA, 98284, (206) 856-4779. Fax: (206) 856-4989. Pres./A&R: Peter Christ; Vice Pres.: Linda Felver; Adv.: Sam Mundy. Label(s): (Owned) Avant, Crystal, Poseidon, (Distributed) Genesis, Grenadilla, Wim.

Curb Records, 47 Music Sq. E., Nashville, TN, 37203, (615) 321-5080. CEO: Mike Borchetta; Contact: Sue Austin. Label(s): Curb/Capitol, Curb/Capricorn, Curb/MCA, Curb Records.

Current Records, 906 1/2 Contress Ave., Austin, TX, 78701, (512) 472-4395. Fax: (512) 472-6915. Pres: Bill Cassis; Pres. Mktg./Sales/Promo: Peter Raspler. Label(s): (Distributed) Spindletop Records. US Reps.: Spindletop Records.

Curtiss Universal Record Masters, PO Box 1622, Hendersonville, TN, 37077, (615) 822-1044. Pres: Wade T. Curtiss; Vice Pres. A&R/Int'l: Dick Daniels; Gen. Mgr./Publicity: S. D. Neal; Buyers/A&R: Rob Dreyer; Sales/Promo: Don Rowlett. Label(s): (Owned) Aaron, CUR.M., Canada, Curtiss, Denco, Hendersonville, Ontario, R & M, Record Masters, Rhythm, Rock-A-Billy, Rock-A-Nash-A-Billy, Sunn, Susan, Terock, Toronto.

Cutting Records, 104 Vermilyea Ave., Ste. B-2, New York, NY, 10034, (212) 567-4900. Fax: (212) 304-3470. Pres: Amado Marin; Vice Pres.: Aldo Marin; Sales: Louie Garcia; Int'l: Ernie Nieves.

Label(s): (Owned) Cutting, (Distributed) Lumar Music, Sand Castle, Shocking.

Cybervoc, Inc., 1210 Auburn Way N., Ste. 171, Auburn, WA, 98002, (206) 939-0969. CEO/Pres.: John Markovich; Vice Pres./Mktg./Sales: Craig Markovich.

Cymbal Records, PO Box 27410, Las Vegas, NV, 89126, (702) 367-3822. CEO/Pres.: David E. Johnson.

## D

da music, Inc., 312A Willow Dr., Little Silver, NJ, 07739, (908) 530-6887. Fax: (908) 842-5041. Pres: Achim Neumann; Sales: Chris Coyle; A&R: Susan Swain; Press: John Nielsen. Label(s): (Owned) Black Lion, Blue Orchid, Night Sky, Story of Blues, (Distributed) Candid, Innovative Communications, Mood.

US Reps.: Navarre (US).

Int'l Reps.: Top Hits Discos (Venezuela); Discos Musart (Mexico); SMC Records (Argentina); Sound Solutions (Canada); MGR Distributor (Columbia); Musiland (Chile). DCC Compact Classics, 8300 Tampa Ave., Ste. G, Northridge, CA, 91324. Pres: Marshall Blonstein; Sales/Mktg.: Jerry Tolmich.

Label(s): (Owned) DCC, Gariand, Sandstone.

D C Sound, PO Box 45, Bolivia, NC, 28422, (919) 253-5534.

Owner/A&R: Stan Knowles.

Label(s): (Owned) DC Sound, DC Sound Country. DD & M Records & Productions, 8196 SW Hall Blvd., Ste. 320, Beaverton, OR, 97005, (503) 643-2282. Fax: (503) 643-1152. Pres: David Wayne; Dir., Promos: Evie Wall; Dir., Mktg.: Steve Kennedy; Promos: Corban Lester. US Reps.: Ms Distributing (IL).

DRG Records, Inc., 130 W. 57th St., New York, NY, 10019, (212) 582-3040. Fax: (212) 459-9437. Pres: Hugh Fordin; Dir., A&R: Jim Kelly; Licensing Dir.: Louisa Siouka. Label(s): (Owned) DRB, DRG Archiv, Disques Swing, (Distributed) ABC, Stet, Swing.

US Reps.: Koch.

Int'l Reps.: New Note (UK); Night and Day (France); Distribution Fusion (Canada); JVC (Japan); IRD (Italy); ZYX (Germany, Austria, Switzerland, Belgium, Luxembourg, The Netherlands).

D.S.M. Producers, Inc., 161 W. 54th St., Ste. 803, New York, NY, 10019, (212) 245-0006. Fax: (212) 265-5726. Dir. A&R/Professional Mgr.: E.T. Toast.

Label(s): (Owned) All American Composers Library.

Dagene/Cabletown Corp., PO Box 410851, San Francisco, CA, 94141, (415) 822-5330. Pres./Mgr.: David Alston. Label(s): (Owned) Cabletown, Dagene, E-lect-ric.

Dance Baby Records/Rap Baby Records, 1 Irving Pl., Ste. G15C, New York, NY, 10003, (212) 260-2773. Fax: (212) 260-8977. Pres: Dean Landew.

Label(s): (Owned) Dance Baby, Rap Baby.

Dance World Records, PO Box 180553, Casselberry, FL, 32718, (407) 262-1483. Fax: (407) 695-1915. Pres: Richard Cipollone; Vice Pres. A&R: Terry R. Brooks.

Dancin' Machine Music, 256 S. Robertson, Ste. 1775, Beverly Hills, CA, 90211, (310) 274-0676. Pres: Jeff Kutash.

Dara Records, 207 E. 84th St., Ste. 206, New York, NY, 10028, (212) 628-8251. Fax: (212) 628-7224. Contact: Maggie Cadden.

Dare Music, Inc., 122 Woodglenn Dr., Cary, NC, 27511, (919) 380-9415. Pres: Sol Rabinowitz; Sec.: B. Patkowska-Rabinowitz.

Label(s): (Owned) Baton.

Daring Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owner/Producer: Mason Daring; Label Contact: Michael Dunford; Mktg. Dir.: Susan Piver.

US Reps.: Rounder Records (MA).

Darksilver Records & Filmworks, Inc., 2507 Roscomare Rd., Burbank, CA, 91510, (213) 476-0631, (818) 841-8332. Fax: (213) 472-4190. Pres: Michael Lee Thomas; Vice Pres: David Altmanavir; Vice Pres./Texas Opns.: L. L. Thomas; Legal/Bus. Affairs: Robert S. Greenstein; Vice Pres. A&R: Curtis R. Weaver.

Label(s): (Owned) Dancing Tarantula, Realdream.

Darva Records, 6914 Georgian Dr., Austin, TX, 78753, (512) 836-3194. Pres: Ricky Montgomery; Gen. Mgr.: Shirley Montgomery; A&R Dir.: Joe Montgomery.

Label(s): (Owned) Darva.

Deadeye Records, PO Box 5022-347, Lake Forest, CA, 92630, (714) 768-0644. CEO/A&R: Frank Jenkins.

Decca Records, 60 Music Sq. E., Nashville, TN, 37203, (615) 244-8944. Fax: (615) 880-7475. Sr. Vice Pres./Gen. Mgr.: Shelia Shipley; Sr. Vice Pres./Head, A&R: Mark Wright; Exec. Asst.: Danielle Godwin; Mgr., Publicity: Lori Evans; Dir., A&R: Frank Liddell; A&R Asst.: Travis Hill.

Delicious Vinyl, Inc., 6607 Sunset Blvd., Los Angeles, CA, 90028, (213) 465-2700. Fax: (213) 465-8926. Co-Owner/Pres: Michael Ross; Vice Pres./Gen. Mgr.: Rick Ross; Vice Pres. A&R: Orlando Aguilian.

Label(s): (Owned) Brass, Delicious Vinyl.

Dellwood Music Co., Inc., 87 Norwalk Ave., Whiting, NJ, 08759, (908) 350-4273. Pres: Woodrow G. Gardella; Vice Pres. Sales/Promo: Robert Gardella.

Label(s): (Owned) Dauphne, Dellwood, Woodvale.

Delmark Records, 4121 N. Rockwell, Chicago, IL, 60618, (312) 539-5001. Fax: (312) 539-5004. Pres: Robert G. Koester; Opns. Mgr.: Steve Wagner; Admin. Dir.: Susan Koester.

Label(s): (Owned) Delmark, Pearl.

US Reps.: Abbey Road, City Hall (CA); Action Music, Campus Records (OH); Encore (CO); Hits Unlimited, MS Dist., (IL); Music Dist. (TX); North Country Dist. (NY); Performance (NJ); Rock Bottom (FL); Rounder Dist. (MA); Rounder Dist. (KS); Select-O-Hits (TN); Silo (VT); Old Fogey Dist., Tant Ent. (MI).

Int'l Reps.: Sociadisc (France); Blues Interactions (Japan); Crosscut (Germany); Amigo Music AB (Sweden); BMG Ariola (Germany); Trend Records (Canada); Fennica Keskus Oy (Finland); Trad Jazz (Sweden); Solo Blues (Spain); Music & Words (The Netherlands); Tropic Records, Swift Record Dist. (United Kingdom).

Delos Int'l, Inc., 1645 N. Vine St., Ste. 340, Hollywood, CA, 90028, (213) 962-2626. Fax: (213) 962-2636. Pres: Amelia S. Haygood; Int'l Sales Dir.: Catharine Jaap; Vice Pres. Sales/Mktg.: Rudi Simpson.

Label(s): (Owned) Delos Int'l, Facet, (Distributed) Ravi Shankar Music Circle.

Delta Music, Inc., 2500 Broadway, Santa Monica, CA, 90404, (310) 479-0667. Pres: Michael McClain; Dir., Mktg.: Mike Kelley.

Office(s): Zur Muhle 2, Frechen, 4, Germany, (49) 223460660. Fax: (49) 223460640; 23 Gardner Industrial Estate Kent House Ln., Beckenham, Kent, BR3 1QZ, United Kingdom.

Label(s): (Owned) Capriccio, Laser Light.

US Reps.: Discompacto Corp. (FL).

Int'l Reps.: Nippon Columbia (Japan); Seo Jim Media (Korea); Judy S.A. (Mexico); F.A.S. Development (Philippines); Swissteel Holdings (Singapore); MRA Entertainment (Australia).

Denon Records (Div. of Denon Digitt Industries, Inc.), 135 W. 50th St., Ste. 1915, New York, NY, 10020, (212) 581-2550. Fax: (212) 581-2591. Gen. Mgr./Dir.: Katsuhiko Fujii; Retail Mktg. Mgr.: Eric G. Lowenhar; Nat'l Media/Mktg. Mgr.: Melanne Mueller.

Label(s): (Owned) Denon, Savoy Jazz.

Depot Recordings, Inc. (c/o Norwest), 123 S. Hough St., Barrington, IL, 60010, (708) 381-3271. Fax: (708) 381-0422. Prodn. Mgr./Mktg. Dir.: Mark Karney.

The Designer Music Group, 308 Southgate Ct., Brentwood, TN, 37027, (615) 373-0122. Fax: (615) 373-0386. Director: Mark Cabaniss.

US Reps.: Brentwood Music (TN).

Destiny Records, 4354 E. Lake Rd., Sheffield Lake, OH, 44054, (216) 949-7113. Owner/Mgr.: Robert Sellers; A&R Dir.: David Sprouse; Nat'l Promo: Jeff Ellis.

Label(s): (Owned) Destiny, Ranbo.

Diablo Records, 3518 Champlain Ave., Youngstown, OH, 44502, (216) 755-7794. Owner/Pres./A&R Dir.: Bill Schaffert. Label(s): (Owned) Diablo.

Diadem Music Group, 3310 West End Ave., 5th Floor, Nashville, TN, 37203, (615) 385-0079. Fax: (615) 383-2947. Pres: George W. King, III; Exec. Vice Pres.: Larry Day; Vice Pres.: Ben Tankard; Dir., Promo: Mark Sorensen.

Label(s): (Owned) Diadem, Royal Tapestry Music, Tribute.

Digital Music Products, Inc., PO Box 15835, Park Sq. Sta., Stamford, CT, 06901, (203) 327-3800. Fax: (203) 323-9474. Pres: Tom Jung; Vice Pres.: Jean Jung.

The Direct Co., Inc., Box 817, Bethel, CT, 06801, (203) 744-2476. Fax: (203) 797-0819. Exec. Vice Pres.: Jim Bennett.

Disa Int'l, 7824 Mainland, Ste. 104, San Antonio, TX, 78258, (210) 684-9563. Fax: (210) 684-9564. Contact: Maria Ballesteros.

Discocentro Zodiac, Inc., 1752 Columbia Rd. NW, Washington, DC, 20009, (202) 328-6533. Fax: (202) 483-5564. Pres: Daniel Bueno-Josephson; Vice Pres./Dir./Mgr./Treasurer: Maria Bueno; Dir.: Daniel Bueno.

Label(s): (Distributed) Cema, Kings Int'l Co., Kubaney, Mar, Sony, Southwest, Universal, Vedisco, W E A, West Side Sound.

Discos Fuentes, 2333 Brickell Ave., P/H 115, Miami, FL, 33129, (305) 854-5241. Fax: (305) 854-7504. Gen. Mgr.: Conrado Dominguez; Prodn. Mgr.: Alberto Hoyos; Int'l Dir.: Carlos Acosta; Int'l Rep.: Alejandro Fuentes; Dir., Exports: Esmaragdo Ruiz.

Label(s): (Owned) Gema, Tropical, (Distributed) Dischi Ricordi, Fononmusic, Music Hall, Music Prodn., Peerless, Seeco, Velvet, Virrey.

US Reps.: Vedisco (FL).

Discovery Music, 5554 Calhoun Ave., Van Nuys, CA, 91401, (818) 782-7818, (800) 451-5175. Fax: (818) 782-7817. COO: David Wohlstaetter; CEO: Ellen Wohlstaetter; Vice Pres., Sales: Tonya Santors; Vice Pres., Mktg.: Kym Pahoundis.

Label(s): (Owned) Discovery Music.

US Reps.: Bertelsmann Music Group (BMG) (NY).

Discovery Records (Warner Music Discovery, Inc.), 2052 Broadway, Santa Monica, CA, 90404, (310) 828-1033. Fax: (310) 828-1584. Pres: Jac Holzman; Mng. Dir.: Keith Holzman; Vice Pres., Sales/Mktg.: Syd Birenbaum.

Label(s): (Owned) Discovery, Musicraft, Trend.

Walt Disney Records, 500 S. Buena Vista St., Burbank, CA, 91521, (818) 567-5325. Fax: (818) 953-9910. Vice Pres: Mark Jaffe; Mgr., Live Artist Series: Torrie Dorrell; Mktg. Mgr.: Peter Boucoud.

Label(s): (Owned) Walt Disney.

Disques Dual, 10 Old Fort Rd., Cape Elizabeth, ME, 04107, (207) 799-6711. Pres: John Etnier; Mgr.: Nancy Caragol.

Label(s): (Owned) Disques Dual.

Doctor Dream Records, Inc., 841 W. Collins Ave., Orange, CA, 92667, (714) 997-9387. Fax: (714) 997-0184. Pres: David T. Hayes; Publicity: Judy Miles; Sales: Maurice Torres.

Label(s): (Owned) Doctor Dream.

Domino Records, 4209 NW 49th Dr., Tamarac, FL, 33319, Pres/Sales: Joe Bollon.

Door Knob Records (Div. of Gene Kennedy Enterprises, Inc.), 3950 N. Mt. Juliet Rd., Mount Juliet, TN, 37122, (615) 754-0417. Pres: Gene Kennedy; Vice Pres.: Karen Jeglum Kennedy.

Label(s): (Owned) Door Knob, Society.

Dragon Records, Inc., 872 Morris Park Ave., New York, NY, 10462, (718) 792-2198. Pres: V.J. Gagliano; Creative Mgr.: Mike Semos; Gen. Mgr.: Joyce Heath.

Label(s): (Owned) Apon, Dragon.

Driftwood Records, PO Box 70, Columbus, NM, 88029, (505) 531-2539. Pres: Peter Kobal.

Label(s): (Owned) Broadcast, Driftwood, Tip Top, Top Hat.

US Reps.: Dixiraks (TN); Daro Exports (NY).

Int'l Reps.: Bear Family (West Germany).

Drunk Poet Productions, PO Box 3567, Palmer, AK, 99645, (907) 746-0957. Pres/Gen. Mgr.: Pat Watkins; Promos./Publicity: Rosanna Watkins.

Label(s): (Owned) Drunk Poet Prodn.

Charles Dumont & Son, Inc., 1085 Dumont Dr., Voorhees, NJ, 08043, (609) 346-9100. Fax: (609) 346-3452. Pres: Charles J. Dumont; Gen. Mgr.: Micheal S. Dumont.

Dwell Records, PO Box 39439, Los Angeles, CA, 90039, (213) 663-8098. Fax: (213) 669-1470. A&R: Raul Caballero.

Dyer-Bennet Records, 792 Columbus Ave., New York, NY, 10025, (212) 866-3673. Gen. Mgr.: Harvey Cort.

Label(s): (Owned) Dyer Bennet.



**Dynamite Records**, PO Box 1557, West Caldwell, NJ, 07006, Label(s): (Owned) Dynamite, Tar Heel.  
**Dynamix II Records, Inc.**, PO Box 337, Hallandale, FL, 33008, (305) 456-9602. Fax: (305) 456-9633. COB: Fredric Bernstein; Pres.: Kathie G. Noller; Vice Pres.: David B. Noller. Label(s): (Owned) Dynamix Companies, Inc., Dynamix II, Inc.

## E

**EMA Music, Inc.**, PO Box 91683, Washington, DC, 20090, (202) 319-1688. Pres.: Jeremiah Murphy; Promo: Julia Caul; Promo. Dir.: Benjamin Stukes. Label(s): (Owned) EMA Music, Inc.

**EMI Latin**, 1750 N. Vine St., Hollywood, CA, 90028, (213) 871-5781. Fax: (213) 466-5643. Pres.: Jose Behar; Exec. Vice Pres.: Dave Palacio; Vice Pres., Nat'l Sales Mgr.: Jeff Young; Nat'l Mktg./Promo. Mgr.: Jose Rosario. Office(s): 4813-B Fredricksburg Rd., San Antonio, TX, 78229, (210) 366-9626, Fax: (210) 366-3819, Vice Pres., Southwest Opns.: Manuel Gonzalez, Sales Rep., SW/Central Reg.: Elvia Casillas; 145 E. Algonquin Rd., Ste. A, Arlington Heights, IL, 60005, (708) 806-7980, Fax: (708) 806-6077, Promo/Sales Rep.: Carmen M. Cruz; Three University Plz., Ste. 604, Hackensack, NJ, 07601, (201) 801-9303, Fax: (201) 342-2319, Promo. Rep.: Sonia Suazo; 8181 NW 36th St., Ste. 2, Miami, FL, 33166, (305) 477-2821, Fax: (305) 591-9844, Nat'l Mktg./Promo. Mgr.: Nestor Melendez, Reg. Sales Mgr.: East Reg.: Eli Cesar, Sam Jorge 167, Santurce, PR, 00911, (809) 725-6460, Fax: (809) 725-8530, Promo. Reps.: Lourdes Laboy, Edwin Cintron. Label(s): (Owned) EMI Latin, (Distributed) J & N.

**EMI Records Group North America**, 1290 6th Ave., New York, NY, 10104, (212) 492-1200. Fax: (212) 245-4115. Chrmn./CEO: Charles Koppelman; Pres./CEO: Davitt Sigerson; Sr. Vice Pres.: Fred Davis; Exec. Vice Pres./Gen. Mgr.: Larry Stessel; Sr. Dir., Pub. Rel./Comm.: Susan Lietz; Sr. Dir., A&R: Dave Gossett; Vice Pres., A&R: Brian Koppelman; Sr. Vice Pres., A&R (SBK): Don Rubin; Vice Pres., A&R (SBK): Nancy Brennan; Dir., A&R (SBK): Peter Gangbar; Vice Pres., A&R (Chrysalis): Sue Drew; Sr. Dir., A&R (Chrysalis): Duff Marlowe; Sr. Vice Pres., Mktg.: Patrick Quigley; Vice Pres., Legal/Business Affairs: Peter Napolitano; Sr. Dir., Rap Music: Lindsey Williams; Nat'l Dir., Radio Promo/Rap: Harry Fobbs; Mgr., Rap Publicity/Video: Walter Dawkins; Dir., A&R Admin.: Jayne Grodd; Sr. Dir., Bus. Affairs: Deborah Dugan; Vice Pres., Creative Servs.: Henry Marquez; Vice Pres., Finance: Ian Simpson; Sr. Vice Pres., Publicity: Eliot Selznick Hubbard; Vice Pres./Gen. Mgr., Publicity: Frances Pennington; Vice Pres., Prodn.: Jess Auerbach; Vice Pres., Royalties/Special Projects: Glenn Nordlinger; Sr. Vice Pres., Mktg.: Ken Baumstein; Vice Pres., Mktg. (Chrysalis): Jane Berk; Mktg. Dir. (Chrysalis/SBK): Richard Sarbin; Mktg. Dir. (EMI): Gary Beech; Vice Pres., Devel.: Fran Musso; Vice Pres., Video Devel.: Jeff Panzer; Dir., Catalog Devel./Mktg.: Bruce Harris; Vice Pres., Sales: Bob Cahill; Sr. Dir., Retail Mktg.: Dutch Crumbitt; Sales: Phil Blume; Vice Pres., Promo: Ken Lane; Mgr., Human Resources: Leo Munoz; Vice Pres., Top 40 Promo: Michael Steele; Vice Pres., AC: Laura Kuntz; Vice Pres., Rock Music: Mike Schnapp; College/Alternative Promo: Michael Goldstone; Vice Pres., Human Resources: Anne Yarmark; Dir., Office Servs.: Janice DeMadona; Dir., Office Affairs: Cherie Champion; Sr. Dir., Strategic Plan.: Michael L. Greenspan; Dir. A&R: Debbie Southwood-Smith. Office(s): 8730 Sunset Blvd., Los Angeles, CA, 90069, (310) 659-1700, Fax: (310) 289-6498, Sr. Vice Pres./Gen. Mgr., West Coast Opns.: Lawrence Katz, Vice Pres., Rock Music: Michael J. Schnapp. Label(s): (Distributed) Capitol, Chrysalis, SBK.

US Reps.: CEMA (CA, DC, GA, IL, NC, OH, TX).  
**ESB Records**, PO Box 6429, Huntington Beach, CA, 92615, (714) 962-5618. Pres.: Eva Bonn; Dir.: Stan Bonn. Label(s): (Owned) ESB.

**ESP-Disk Ltd.**, PO Box 3968, Kingston, NY, 12401, (914) 437-0200. Fax: (914) 657-2861. Pres.: Flavia Stollman. Label(s): (Owned) ESP Disk, Espresso Jazz, First Underground.

US Reps.: Mikulski (US).

Int'l Reps.: ZYX (Worldwide).

**ESS.A.Y. Recordings**, 145 Palisade St., Dobbs Ferry, NY, 10522, (914) 693-5595. Fax: (914) 693-7040. Pres.: Richard Kapp; Mfg. Coord.: David Samuel Barr. Label(s): (Owned) ESS.A.Y. Recordings.

US Reps.: Koch Int'l Classics.

**ETS Record Co.**, 264 Kalihi St., Honolulu, HI, 96819, (808) 847-4300. Owner: Richard Riccio; Gen. Mgr.: Ed Dorman. **Eagle Int'l Records**, PO Box 22116, Nashville, TN, 37202, (615) 604-3741. Pres.: D.M. Haddock.

Label(s): (Owned) Ingwood, (Distributed) Axbar, Gold-band, Plantation, Playback, Step One, Sun.

US Reps.: Curtis Wood Dist. (TN).

**Earth Mother Productions, Inc.**, PO Box 43204, Tucson, AZ, 85733, (602) 575-5114. Fax: (602) 886-3162. Pres.: Pamela Ballingham; Vice Pres.: Tim Ballingham. Label(s): (Owned) Mother Earth.

US Reps.: Direct Co. (CT); Chi-Lin (CA).

**EarthFlight Productions**, 216 Bruzard Rd., LaGrangeville, NY, 12540, (914) 724-3042. Fax: (914) 724-3739. Dir.: Kosta; Pres.: Craig Peyton; Vice Pres.: Norine Nakao; Mktg.: Brad Warner. US Reps.: City Hall (CA), Twin Brook (NY), MS Dist. (IL), MPI (TX).

Int'l Reps.: Electric Distr. (Canada).

**Earthstar Productions/Records**, 2000 Universal Studios Plz., Ste. 603, Orlando, FL, 32819, (407) 262-1483. Fax: (407) 672-2951. A&R/Owner: Terry R. Brooks.

**Earwig Music Co., Inc.**, 1618 W. Pratt Blvd., Chicago, IL, 60626, (312) 262-0278. Fax: (312) 262-0285. Pres./CEO: Michael Robert Frank.

Label(s): (Owned) Airway, Earwig, (Distributed) Be a 'N Baby, East Side Digital, 530 N. Third St., Minneapolis, MN, 55401, (612) 375-9188. Fax: (612) 375-0272. Owner: Robert Simonds; Mgr. Dist.: Brad Wolstait; Dir. A&R/Artist Devel.: Steve Daly. **EastWest Records America** (A Div. of Atlantic Records), 75 Rockefeller Plaza, New York, NY, 10019, (212) 275-2500. Fax: (212) 956-2270. Chrmn.: Sylvia Rhone; Exec. Asst.: Mae Attaway; Sr. Vice Pres., Nat'l Promos.: Greg Thompson; Vice Pres., Promos.: Valerie DeLong; Sr. Vice Pres.: A&R: Merlin Bobb; Vice Pres., A&R: Derek Oliver; Sr. Vice Pres., Mktg.: Steve Kleinberg; A&R Coord.: Jerome Sydenham; Nat'l Dir. Sales/Mktg.: Mike Carden; Nat'l Dir. Publicity: Lisa Barbaris.

**Echo Records**, 824 83rd St., Miami Beach, FL, 33141, (305) 865-8960. Pres.: Walter Dana. Label(s): (Owned) Echo.

**Echo Records, Inc.**, 111 Cedar Lane, Englewood, NJ, 07631, (201) 568-7066. Fax: (201) 568-8699. Pres.: Jeffrey Collins. Label(s): (Owned) Echo USA.

**Eclectic Records**, 2121 Ave. of the Stars, 6th Floor, Los Angeles, CA, 90067, (310) 553-7144. Fax: (310) 551-6622. Pres.: J. David Ontiveros.

**Eggplant Records**, 3008 Belden Dr., Los Angeles, CA, 90068, (213) 469-2719. Fax: (213) 464-2272. Owners: Nick Therry/ Sherry Therry. Label(s): (Owned) Spinit.

**Eiffert Records**, PO Box 5412, Buena Park, CA, 90620, (909) 371-2973. Contact: Leo J. Eiffert, Jr.

**El Toro Productions** (Div. of Warner/Chappell Music), 10585 Santa Monica Blvd., Los Angeles, CA, 90025, (310) 441-8699. Fax: (310) 470-3232. Exec. Vice Pres., A&R: Erich Bulling.

**Elegance/Zesty Records Co.**, 8027 Thurston Dr., Cicero, NY, 13039, (315) 699-5613. Fax: (315) 699-7918.

**Elektra Entertainment**, 75 Rockefeller Plz., New York, NY, 10019, (212) 399-6945. Fax: (212) 399-8830. Chrmn.: Sylvia Rhone; Vice Chrmn./COO: Aaron Levy; Vice Pres./Gen. Mgr., Urban Music: Varnell Johnson; Exec. Vice Pres., Admin.: Gary Casson; Sr. Vice Pres./Gen. Mgr. Nonesuch: Bob Hurwitz; Sr. Dir., Business Affairs: Marcia Edelstein, Beth Schlinger Patterson; Vice Pres. Int'l: Cynthia Leu; Sr. Vice Pres., A&R: Steve Rablovsky, Nancy Jeffries, Howard Thompson; Vice Pres., Finance/Controller: Martin Greenfield; Vice Pres., Artist Rel./Mktg.: Lisa Frank; Vice Pres., Creative Servs.: Brian Cohen; Vice Pres., Promos. (Denver): Bob Garland; A&R Admin. Coord.: Jennie Silvestri; A&R Admin.: Victor Chirel; A&R Rep.: Rap Music: Dante Ross; A&R Rep.: Terry Tolkin; A&R Coord.-R & B: LaVerne Fleming; Sr. Dir. Crossover Promo: Leslie Doyle; Prod. Devel.: John Berman; Sr. Vice Pres., Press/Media Rel.: Sherry Ring-Ginsberg; Dir. Publicity East: Beth Jacobson; Dir., Alternative Promo: Jake Ottman; Coord., Press/Media Rel.: Jodi Smith; Mgr. Press/Artist Devel.: Shelby Meade; Vice Pres., Prodn.: Tom Finch; Vice Pres., Video Prodn.: Sonia Ives; Dir., Music Video Prodn.: Melinda Kelly. Office(s): 345 N. Maple Dr. Ste. 123, Beverly Hills, CA, 90210, (213) 288-3800. Vice Pres.: A&R: Carole Childs, Dir., Press/ Artist Devel.: Joel Amsterdam; 83 Baker St., London, W1M 1AJ, United Kingdom, 44-71-486-1414, Fax: 44-71-486-6892, Vice Pres. Elektra U.K.: Annie Roseberry, A&R Mgr.: Dave Field. Label(s): (Owned) Elektra Nonesuch.

**Elektra Int'l Classics**, 75 Rockefeller Plz., New York, NY, 10019, (212) 399-6945. Fax: (212) 399-8830. Vice Pres./Gen. Mgr.: Kevin Coppers; Sr. Dir. Opns.: Arthur Moorhead; Dir., Publicity/Promo: Ellen Schantz; Co-Dir., Sales: Wendy Kenney; Co-Dir., Sales: David Lawrence-Keuhn. Label(s): (Distributed) Erato, Teldec.

**Elektra Nonesuch**, 75 Rockefeller Plaza, New York, NY, 10019, (212) 484-7275. Fax: (212) 459-0346. Sr. Vice Pres./Gen. Mgr.: Bob Hurwitz; Vice Pres./Creative Svcs.: Peter Clancy; Dir. Publicity/Promos.: Carol Yarle; Prod. Mgr.: Albert Lee; Prod. Asst.: Carla Capretto; Mktg. Asst.: Juana Simons.

**Ellipsis Arts**, 20 Lumber Rd., Roslyn, NY, 11576, Pres.: Jeff Chamo; Dir., Sales: Jack O'Neil; Sales/Mktg. Admin.: Gilbert Boncy; Mktg./Publicity Dir.: Larry Blumenfeld.

Label(s): (Owned) Africa, Global Celebration, Global Meditation, Voices Forgotten Wor.

**Leonard Ellis Productions**, PO Box 66002, Los Angeles, CA, 90066, (310) 391-1664. Owner: Leonard Ellis.

**Embarco Records**, 1808 Eighth St. NW, Washington, DC, 20001, (202) 462-4547. Contact: Arvind Nair.

**Emerald Records**, 159 Village Green Dr., Nashville, TN, 37217, (615) 361-7902. Pres.: Cliff Ayers Ostermeyer; Vice Pres., Mktg.: Buddy Preston; Vice Pres./Sec.: Yvonne Mathews.

Label(s): (Owned) American Sound.

**Emperor of Emperors**, 16133 Fairview Ave., Fontana, CA, 92336, (909) 355-2372. Pres.: Stephen V. Mann; Exec. Vice Pres.: Archon Kour; Vice Pres.: Ram S. Mann; Exec. Mktg.: Manmohan S. Mann; Exec. Producer: Enderjit S. Mann. Label(s): (Owned) Emperor of Emperors, Emperor Productions.

**Empire Records/Big Blue Dolphin Records & Tapes**, 760 W. Sample Rd., Pompano Beach, FL, 33064, Pres.: Josh Noland; Vice Pres.: Jeff Noland.

Label(s): (Owned) Big Blue Dolphin, Empire.

**Empty Sky Records/Yankee Records**, 14th St., Verplanck, NY,

10596, Promo. Mgr.: Lisa Lancaster; Producer: Rick Carbone.

Label(s): (Owned) Verplanck, Yankee, (Distributed) Pumpkin. **Endeavor Starsong** (c/o Daniel Hardie Music), 30064 Annapolis Cir., Inkster, MI, 48141, (313) 729-7836. Fax: (313) 561-0018. Pres.: Hardie W. Daniel; Vice Pres.: A&R: Clark Daniel; Mktg./Promo.: Michelle Daniel; Promo: Adrienne Scott.

Label(s): (Owned) Endeavor, Endeavor Star, Endeavor Starsong, (Distributed) Pleasant Sounds.

**Energy Records, Inc.**, 545 Eighth Ave., 17th Floor, New York, NY, 10018, (212) 695-3000. Fax: (212) 695-5584. Dir./Mgr.: Charles Caronia; A&R: Rob Grant; Radio: Sheri Sinclair; Retail: Pat Egan; Publicity: Scott Pastorel. US Reps.: RED (NY).

Int'l Reps.: Roadrunner (The Netherlands); Polystar (Japan); Attic (Canada).

**Entertainment Management Records**, 454 Alps Rd., Wayne, NJ, 07470, (201) 694-3333. Pres.: Richard Zielinski; Vice Pres.: Martin Kopeck; Treasurer: Sonia Mallet. Label(s): (Owned) Unicorn.

**Epic Records** (Div. of Sony Music), 550 Madison Ave., 21st. & 22nd. Flrs., New York, NY, 10022, (212) 833-7442. Pres.: Richard Griffiths; Sr. Vice Pres./Gen. Mgr., Epic Assoc.: Tony Martell; Sr. Vice Pres. Epic Records: Ged Doherty; Sr. Vice Pres., Sales: Jim Scully; Sr. Vice Pres., Mktg.: John McI. Doelp; Vice Pres., A&R: Michael Caplan, Michael Goldstone, David Massey; Vice Pres., Press/Publicity: Melani Rogers; Vice Pres., Opns.: Tom Genetti; Vice Pres., Media Relations: Vivian Piazza; Sr. Vice Pres., Epic Soundtrax (LA): Glen Brunman; Vice Pres., A&R (LA): Roger Klein; Vice Pres., Mktg. (LA): Steve Einczig; Sr. Dir., Media/Art. Rel.: Julie Farman; Dir., TV Media (LA): Kim Jakwerth; Vice Pres., Promo. (LA): Larry Douglas; Vice Pres., Singles Promo: Barbara Seltzer; Vice Pres., Album Promo: Harvey Leeds; Vice Pres., Black Music Promo: Dwayne Cunningham; Vice Pres., Pdct. Devel.: Dan Beck; Mgr./Promo. Opns.: Bill Shaughnessy; Sr. Dir., Singles Promo: Dale Connore; Dir., Alternative Promo: Stu Bergen; Dir. Metal Mktg./Promo: Mike Schnapp; Dir., Rap/Progress. Music: Troy White; Dir., College Mktg.: Alyson Shaper; Dir., Dance Promo: Frank Ceraolo; Assoc. Dir., Video Promo: Laurie Nocerito; Assoc. Dir., AC Promo: Debbie Cerchione; Assoc. Dir., Album Promo: Laura Curtin.

Office(s): 2100 Colorado Blvd., Santa Monica, CA, 90404, (310) 449-2100; 34 Music Sq. E., Nashville, TN, 37203, (615) 742-4321, Fax: (615) 244-2549.

Label(s): (Owned) Epic, Epic Assoc., Epic Soundtrax, (Distributed) Death Row/Solar/Epic, Flavor Unit/Epic, Full Moon/Epic, Immortal/Epic, LV Epic, M/JJ Epic, Myrrh/Epic, New Deal/Epic, One Little Indian/Epic, Orpheus/Epic, Ruthless/Epic, Solar/Epic, Sony 550 Music/Epic, Sony Wonder/Epic, Tribeca Music/Epic, Word/Epic.

**Epiphany Records**, 444 N. Third St., Philadelphia, PA, 19123, (215) 922-1340. Fax: (215) 574-0930. Owner: John Hodian.

**Equa Records**, 1800 Mowry Ave., Fremont, CA, 94538, (510) 794-6637. Fax: (510) 794-6699. Pres.: Dr. Warren M. Johnson; Vice Pres.: Sandra Johnson; A&R: Robert Jackson.

Label(s): (Owned) Equa.

**Eric Records**, 1120 Crown Point Rd., Westville, NJ, 08093, (609) 848-1900. Fax: (609) 848-0808. Pres.: William R. Buster, Jr.; Vice Pres.: Antony W. Colombet.

**Estate Records**, 2751 W. Market St., Louisville, KY, 40212, (502) 778-5370. Fax: (502) 584-2895. Pres.: John V. Heath, II; Vice Pres.: John V. Heath III.

Label(s): (Owned) Hillview.

**The Eternal Song Agency**, 6326 E. Livingston Ave., Ste. 153, Columbus, OH, 43068, (614) 868-9162. Pres.: Leopold Xavier Crawford; Gen. Mgr./A&R: Anastacia Crawford; Exec. Mktg. Dir.: Michael Roebuck. Label(s): (Owned) Ancient Of Days, Emerald, Fragrance, Lilly, Song Of Solomon.

**Etherean Music**, 9200 W. Cross Dr., Ste. 510, Littleton, CO, 80123, (303) 973-8291. Fax: (303) 973-8499. Pres.: Chad Darnell; Promos. Dir.: John Guillot; Sales Mgr.: Helen Duran.

Label(s): (Owned) Elation Artists, Em Pop, Native Spirit.

**Euro Tec Records**, 231 Glencrest Cr., Ventura, CA, 93003, (805) 658-2488. Fax: (805) 658-8241. Pres.: Bruce Caplin.

Label(s): (Owned) ETR.

**Everest Record Group**, PO Box 6999, Beverly Hills, CA, 90212, (310) 557-0309. Fax: (310) 557-2662. Pres.: Bernard C. Stolmon.

Label(s): (Owned) Archive of Folk & Jazz Music, Concert-Disc, Counterpoint, Hi-Fi, Legacy Int'l, Olympic, Period, Tradition.

**Evidence Music, Inc.**, 1100 E. Hector St., Ste. 392, Conshohocken, PA, 19428, (610) 832-0844. Fax: (610) 832-0807. Pres.: Howard Rosen; Vice Pres.: Jerry Gordon.

Label(s): (Owned) Evidence, (Distributed) Bethlehem, Salsoul.

**Exclusive Recording Co.**, 146-05 130th Ave., South Ozone Park, NY, 11436, (917) 795-0314. Fax: (718) 529-8831. Pres.: Barry F. Jones.

**Expanding Kingdom Records & Media Works**, 8380 Miramar Way, Ste. 230, San Diego, CA, 92123, (619) 226-4152. Fax: (619) 625-2741. CEO/Pres.: Douglas Foxworthy; Sr. Vice Pres./CFO: Doug Allen; Vice Pres., A&R: Dottie Weingart.

Label(s): (Owned) Expanding Kingdom, (Distributed) Foxworthy.

**Experimental Records**, 594 Broadway, Ste. 1011, New York, NY, 10012, (212) 343-2660. Fax: (212) 343-2753. A&R Dir.: Moneypenny.

Label(s): (Owned) Unclassified, (Distributed) Mentality.



Extra Sensory Productions, PO Box 11377, Richmond, VA, 23230, (804) 285-8558. Fax: (804) 288-1353. Pres.: Martin Gary; Sec./Treasurer: Kathleen Gary.  
Label(s): (Owned) Beach, Groove, (Distributed) Short Stack.

## F

**FXL Records**, 10244 NW 47th St., Sunrise, FL, 33351, (305) 741-7766. Fax: (305) 741-8947. Pres.: Frank Loconto; Exec. Vice Pres.: Phyllis Loconto; Vice Pres.: Bill Dillon.  
Label(s): (Owned) FXL, True Friends.

**FYZYX Music Co.**, 16 Longmeadow Rd., Lincoln, MA, 01773, (617) 259-8293. Fax: (617) 259-0113. Pres.: Stu Haber; Vice Pres.: Dave Montella.

US Reps.: Silo, Music for Little People (VT); Baker & Taylor (IL).

**Fahrenheit Records**, 6020 Greenwood Plaza Blvd., Ste. A9, Englewood, CO, 80111, (303) 770-8707, (800) 468-8707. Fax: (303) 770-9041. CEO/Mktg. Dir.: Peter Trimarco; Pres./Dir.: A&R: Bob Miller; CFO: Paul Strassels; Dir., Dist./Sales: Mitch Connolly.

US Reps.: MS Dist. (IL); California Record Dist., Vallet Dist. (CA); Big State Dist. (TX); Select-O-Hits (TN); Encore Dist. (CO); CD One Stop (CT); Malverne Dist. (NJ); Associated Dist. (AZ); Bassin Dist. (FL); RTI (NE).

Int'l Reps.: Chain Huat/Around the World Music (Taiwan, Singapore, Malaysia, Thailand, Hong Kong, Philippines, Indonesia); Mercury (Japan).

## Fantasy, Inc.,

2600 Tenth St., Berkeley, CA, 94710, (510) 549-2500. Fax: (510) 486-2015. COB: Saul Zaentz; Pres.: Ralph Kaffel; Exec. Vice Pres.: Phil Jones; Exec. Vice Pres., Finance: Frank B. Noonan; Exec. Vice Pres., Legal: Albert M. Bendich; Controller: Brian McHugh; Vice Pres., Creative Servs.: Phil Carroll; Dir. Press/Public Info.: Terri Hinte; Dir., Sales: Kirk Roberts; Prodn. Mgr.: Vickie Hellweg; Jazz Promo. Mgr.: John Rogers; Dir., Mktg.: Gail Lloyd; Foreign Liaison: Bill Belmont; US Licensing Agent: Pamela Bendich.  
Label(s): (Owned) Contemporary, Debut, Enterprise, Fantasy, Galaxy, Gennett, Good Time Jazz, Milestone, Original Blues Classics, Original Jazz Classics, Pablo, Prestige, Riverside, Specialty, Stax, Volt, (Distributed) Calu Music.

US Reps.: Malverne (DC, MD, NY, PA); California Record (CA, WA); M.S. Dist. (IL, MN, OH); Big State (TX); Encore (CO, GA); Surside (HI); Selecto Hits (TN).

Int'l Reps.: Musica, SA (Argentina); Festival Records (Australia, New Zealand); ZYX Music (Austria, Benelux, Germany, Switzerland); Barclay (Brazil); A&M (Canada); G-G Records (Caribbean); Carrere Music (France); Sony Music (Greece); HNH Int'l (Hong Kong, SE Asia); MCI Inc. (Israel); OM Disc (Italy); Victor Entertainment (Japan); EMI (Latin America); Dargill (Portugal); Amigo Music (Scandinavia); EMI (South Africa); Nuevos Medios (Spain); Ace (United Kingdom); Blues Interactions (Japan), Specialty, Bluesville, Tru Sound.

**Farview Records**, 701 N. Graycroft, Madison, TN, 37115, (615) 865-2639. Pres.: Tony Farr; Sec.: Mary Farr.

**Fast Track Records**, 264 Tosca Dr., Stoughton, MA, 02072. Pres.: Michail Glassman; Vice Pres. A&R: Bob Ryan.

**Fastlane Productions, Inc.**, 395 Yuma St., Denver, CO, 80223, (303) 778-0045. Fax: (303) 778-1361. Pres.: Doug Lane; Sales Mgr.: Rodger Ghering.

**Fee Bee Record Co.**, 4517 Wainwright Ave., Pittsburgh, PA, 15227, (412) 884-4727. Mgr.: Joe Averbach; Asst. Mgr.: Alma Averbach; Promo: Glen Phillips.

Label(s): (Owned) Fee Bee, Goodie, (Distributed) Petite, Star. Jim Femino Productions, 429 S. Lewis Rd., Royersford, PA, 19468, (610) 948-8228. Fax: (610) 948-4175. Pres.: Jim Femino.  
Label(s): (Owned) Road.

**Fiction Records**, 1540 Broadway, 39th Floor, New York, NY, 10036, (212) 489-3717. Fax: (212) 489-3743. Pres.: Marcus Peterzell; Vice Pres. A&R/Mktg.: Randall Barbera; Copyright Mgr.: Jody Cullari; A&R Mgr.: Leonard B. Johnson.

**Fiddledeedoo Records**, 1202 East Pk., Ste. 650, Seattle, WA, 98122, (800) 745-3435. Owner: Henry T. Fiddler.

**Fidelity Sound Recordings**, 23 Don Ct., Redwood City, CA, 94062, (415) 366-3173. Owner: Reginald McGovern; Promo: Jim Gallagher.

Label(s): (Owned) FSR.

**Fiesta Record Co., Inc.**, 257 Broadway, Lynbrook, NY, 11563, (516) 599-5522. Fax: (516) 599-8766. Pres./A&R: Jose Morand; Sales Mgr.: Edward Kleinbaum; Ops. Mgr.: Pauline Bomzer.  
Label(s): (Owned) Fiesta, (Distributed) Castle Communications, EMI, EMI Electrola, Hatakili, The Modern Group, Turicophon.

**58/59 Records**, 5138 Sunset Blvd., Ste. 34, Los Angeles, CA, 90027, (213) 666-8485. Fax: (213) 666-1703. Pres.: Rebecca Carroll; Vice Pres., A&R: David Saucedo; Vice Pres., Mktg.: Amy Sharafi; Vice Pres., Finance: Myke Watts.

Office(s): 2630 E. Yandell, El Paso, TX, 79903, (915) 566-7871.

**Jaime Figueroa's Familia Productions**, 70 Washington St., 4-H, Hoboken, NJ, 07030, (201) 318-8582. Pres.: Jaime Figueroa; Music Consultants: Angel Ramirez, Miguel Miseses; Artist/Repertoire: David Cedenio; Promos./Bookings: Iris N. Rodriguez.

Label(s): (Distributed) Libertad.

**Finer Arts Records/Transworld Records Co.**, 2170 S. Parker Rd., Ste. 115, Denver, CO, 80231, (303) 755-2546, (310)

273-8799. Fax: (303) 755-2617. Pres./CEO: R.J. Bernstein; Chrmn.: Morris Bernstein; Vice Pres.: Neil Bernstein; A&R Mgr.: Beth Payne.

Label(s): (Owned) Finer Arts, Strummin, Wee Bee.

**Fireball Records**, 200 Peery St., Tazewell, VA, 24651, (703) 988-6267. Pres./A&R: H.R. Cook.

Label(s): (Owned) Fireball, Nightwind.

**Firedragon Phonorecord Productions**, 1826 Poplar Ln., SW, #4, Albuquerque, NM, 87105, (505) 243-2881. Pres.: Ginny Driskill; Vice Pres. Prodn.: Tony Polidori; Vice Pres. Licensing: Walter T. Priest; Video Dir.: Robert H. Henry.  
Label(s): (Distributed) Aerolite Int'l, Atterrack, Budari, FMC Ltd., Great Wes: Ents, Icefire Int'l, Inc., Juke, Kalyx (Chalice) Int'l, Maxima, Peony Int'l, Sell Pictures, Shan Int'l, Suddath Int'l, Vador Int'l, White Wolf Int'l.

Int'l Reps.: Bobby Farrell, Vador Music Group (MN).

**1st Coast Posse Records**, 8010 International Village Dr., Jacksonville, FL, 32277, (904) 765-8276. Pres./A&R: Al Hall, Jr.; East Coast Mgr.: Ronnie Hall; West Coast Mgr.: Al Money.

**1st Generation Records**, PO Box 186, Brentwood, TN, 37024, (615) 297-4345. Fax: (615) 297-1584. Gen. Mgr.: Betty Howard; A&R: Rose Drake.

Label(s): (Owned) First Generation.

**Bobby Fischer Music Group**, 1618 16th Ave. S., Nashville, TN, 37212, (615) 292-3611. Label(s): (Owned) F & L Progress, (Distributed) WTM.

**Fistpuppet Records**, 3058 N. Clybourn Ave., Chicago, IL, 60618, (312) 935-5683. Fax: (312) 935-6218. Pres.: Phillip G. Hertz; Promos. Dir.: Cece Stelljes.

US Reps.: Cargo Records (IL).

**Fixit Records, Inc.**, PO Box 656, Pomona, NY, 10970, (914) 362-2000. Fax: (914) 362-9233. Pres./CEO/Vice Pres. A&R: Raina Bundy; Vice Pres.: Robert Bundy; Exec. Asst.: Patricia Chandler.

**Flat Town Music Co.**, 238 E. Main St., Ville Platte, LA, 70586, (318) 363-2177. Fax: (318) 363-2094. Pres.: Floyd Soileau; Vice Pres.: Jiver Soileau; Sec.: Catherine S. Sylvester.

Label(s): (Owned) Jin, Kom-A-Day, Maison de Soul, Swallow, (Distributed) Great Southern, La Louisiana, Mardi Gras, Montel Michelle, RZ, ZBC.

Int'l Reps.: ACE Records (UK); Tri-Kont Records (Germany).

**Flirtations**, 75 Bank St. 6M, New York, NY, 10014, (212) 727-7328. Pres.: Jon Arterton.

**Florida Swamper Record & Music Publishing**, 6415 Spring Hill Dr., Spring Hill, FL, 34606, (813) 868-5339. Fax: (904) 683-8671. Mgr.: Donald Marcum; Asst. Mgr., A&R: Dennis Marcum; Producer A&R: Aaron Hale.

Label(s): (Owned) Florida Gospel Train, Florida Melody Train, Florida Swamper.

**Fly Records, Inc.**, 231 Main St., Farmingdale, NY, 11735, (516) 249-3313. Fax: (516) 293-4641. Pres.: John Kenneth; Vice Pres.: Linda Stecker; Promo. Dir.: Debra Spagna; A&R Dir.: Tom Chianti.

**Flying Fish Records**, 1304 W. Schubert, Chicago, IL, 60614, (312) 528-5455. Fax: (312) 528-8262. Pres.: Bruce Kaplan; Pres./Jim Netter; A&R: J. Seymour Guenther; Sales Mgr.: Matt Lafollette; Promo: Tom Elting.

Label(s): (Distributed) Atomic Theory, Blind Pig, Deluge, Earwig, Greenhays, Omnium, Temple.

**Folk Era Records (Div. of Aztec Corp.)**, 705 S. Washington St., Naperville, IL, 60540, (708) 305-0770. Fax: (708) 305-0782. Pres.: Allan Shaw; Vice Pres.: Mike Fleischer, Kerry Loudon.

Label(s): (Owned) Folk Era, (Distributed) Clo-lor Chonachta, Homecoming, Silver City, Waterbug, West Knoll.

**Fonky Stuff Records**, 10556 Arwood Rd., Ste. 2, Lake View Terrace, CA, 91342, (818) 890-0730, (818) 566-9278. Fax: (818) 899-4457. Owner/CEO: Dwayne Jones; Mgr., A&R/Promo: Keith Jones; Dir.: Marion Jones; Talent Coord.: Detra Jones. US Reps.: Creole Boyz (CA).

**Fonodiaz Records**, 135 E. Harvard Blvd., #E, Santa Paula, CA, 93060, (805) 933-2380, (805) 933-9919. Fax: (805) 933-1769. Pres.: Jose Diaz; Vice Pres.: Juan Alberto Diaz; Sales/Promo: Elvira Limon.

Label(s): (Owned) Fonodiaz.

US Reps.: Fonodiaz (Mexico).

**Fonovisa, Inc.**, 7710 Haskell Ave., Van Nuys, CA, 91406, (818) 782-6100. Fax: (818) 782-6162. Vice Pres./CEO: Guillermo Santiso; Dir. Nat'l Sales/Promo: Jose Avila.

Office(s): 7710 Haskell Ave., Van Nuys, CA, 91406, (818) 782-6100. Fax: (818) 782-6162. Reg. Sales/Promo. Mgr.: Felipe Luna; Arena Towers II, 7324 SW Fwy., Ste. 1490, Houston, TX, 77074, (713) 773-0300. Fax: (713) 773-0317. Reg. Sales/Promo. Mgr.: Gilberto Moreno; 6355 NW 36th St., Fifth Floor, Miami, FL, 33166, (305) 871-8050. Fax: (305) 871-0240.

Reg. Sales/Promo. Mgr.: Carlos Maharbiz; 2827 N. 51st Ave., Ste. 2007, Phoenix, AZ, 85035, (602) 233-8676. Fax: (602) 233-8760; 761 Willow Creek Dr., Atlanta, GA, 30328, (404) 705-8624. Fax: (404) 705-8528; 701 S. 48th Ave., Ste. E7, Yakima, WA, 98908, (509) 965-5367. Fax: (509) 965-5439; Piso #10, Ste. 1001, San Juan, PR, 00917, (809) 767-1281. Fax: (809) 250-6683.

Label(s): (Owned) Fonovisa, Melody, Musivisa, Unico, (Distributed) Andrea, Fonorama, Jupiter, Kora, Luna, Montana, Promusa, Rocio.

**Force Majeure**, PO Box 5593, Huntington Beach, CA, 92615, (714) 962-5957. Fax: (714) 962-1807. Owner: Ande Tucker.

**Fortune Records**, PO Box 904, Royal Oak, MI, 48068, (810) 545-2146. Pres.: Devora Brown; Gen. Mgr.: Sheldon Brown; Promo: Cindy Mandy.

Label(s): (Owned) Fortune, Hi-Q, Strate 8.

US Reps.: Vintage (MD); AVI (CA).

**Fossil Records**, 808 S. Alkire St., Lakewood, CO, 80228, (303) 986-7309. Fax: (303) 986-0072. Pres.: William L. Fowler; Vice Pres.: Beatrice C. Fowler; Vice Pres. A&R: Steven Fowler.  
Label(s): (Owned) Fossil.

**Fountain Records**, 1203 Billmore Ave., High Point, NC, 27260, (910) 882-9990. Pres.: Doris W. Lindsay.

**Fountainhead Records**, 3603 23rd St., San Francisco, CA, 94110, Owner/Gen. Mgr.: Trevor Levine.

Label(s): (Owned) Fountainhead.

**14 Karat Records**, 2124 Mariner Cir., Raleigh, NC, 27603, (919) 828-0014. Pres.: Donne Weaver.

**4th & Broadway/Island Records**, 400 Lafayette St., 5th Flr., New York, NY, 10003, (212) 995-7800. Fax: (212) 477-5918.

**FourthStep Records**, 504 Tuckaway Ct., Nashville, TN, 37205, (800) 866-3505. Fax: (616) 789-0496. Pres.: Michael Drake; Production: Worth Squire; Sales/Mktg.: Mitch Saralof; Promo/PLA Media: Daniel Petratis.

Label(s): (Owned) FourthStep.

**Fox Farm Recording**, 2731 Saundersville Ferry Rd., Mount Juliet, TN, 37122, (615) 754-2444. Fax: (615) 758-3322. Mgr.: Gloria Fox; Vice Pres. A&R: Kent Fox.

Label(s): (Owned) Fox Farm Recording, Mercantile.

**Fox Records**, 2917 Harlin Dr., Nashville, TN, 37211, (615) 331-1125. Owner/CEO: Webb Foley; Mgr.: Jim Dolan; A&R: John Dohal.

**Freddie Records**, 6118 S. Padre Island Dr., Corpus Christi, TX, 78412, (210) 992-8411. Fax: (210) 992-8428. CEO: Jesse Salcedo; Pres.: Freddie Martinez, Sr.; Vice Pres.: Freddie Martinez, Jr.; Gen. Mgr.: Lee S. Martinez.

Office(s): Blvd. Adolfo Lopez Mateos #1712 A-Alto, Leon, GTO, Mexico, (91) 471-73667.

Label(s): (Owned) Fre-EO, Freddie, Rosita.

Int'l Reps.: Discos Freddie (Mexico).

**Freeland Recording Co., Inc.**, Rt. 12, Asbury, WV, 24916, (304) 645-7860. Pres.: Charles "Dick" Freeland; Vice Pres., Publicity: Michael R. Kelley; Vice Pres., Promo.: Sarah N. Gorin.

Label(s): (Owned) Freeland, Zap.

US Reps.: INDI (CA).

Int'l Reps.: Trend Music (Canada); Topic (UK); Country Home (Czech); Southern Mountain (Australia); Sunrise Music (Japan).

**Freshwater Records**, 2988 Avenel Terr., Los Angeles, CA, 90039, (213) 660-5444. Fax: (213) 660-2743. Pres.: David Wheatley.

Label(s): (Owned) Freshwater, Freshwater Classical.

US Reps.: Pyramid Distributing; Paulstarr Distributing; Titus Oaks Distributing; Select-O-Hits; Music Distributing, Inc.; Music Design, Inc.; New Leaf Distributing Co.; Americana Records USA; Abbey Road Distributing; Norwalk Distributing; Valley Record Distributing; Universal One Stop; CD One Stop; Action Music Sales.

**Front Hall Records**, Wormer Rd., Voorheesville, NY, 12186. Pres.: Kay L. Spence; Vice Pres.: William J. Spence.

US Reps.: Rounder (MA); Old Fogey (MI); Silo (VT).

**Frontier Records**, PO Box 22, Sun Valley, CA, 91353, (818) 506-8886. Fax: (818) 506-0723. Pres.: Lisa Fancher; Dir., Pub. Rel.: John Troutman; Dir., Sales/Mktg.: Pat Riley.

Label(s): (Distributed) Blithering Idiot, Rubber, Tom 'n Frayed.

US Reps.: R.E.P. (MN).

**Frontline Records**, 660 Newport Center Dr., Ste. 780, Newport Beach, CA, 92660, (714) 721-9500. Fax: (714) 721-6933. CEO: James Kempner; Gen. Mgr.: Michael Black; Vice Pres./A&R: Matt Duffy; Dir., Music Pub.: Kenny Hicks.

Label(s): (Owned) Alarma, Frontline, Graceland, Intense, MYX.

**Funky Records**, 244 Lyell Ave., Rochester, NY, 14608, (716) 458-5610. Owner: Boyd McCoy.

**Fuzzy Bugger Records**, PO Box 68, Main St., Landingville, PA, 17942, (717) 366-0703. Owner: Jay Smar.

## G

**GHB Jazz Foundation**, 1206 Decatur St., New Orleans, LA, 70116, (504) 525-1776. Fax: (504) 525-0690. Pres., A&R: George H. Buck, Jr.; Vice Pres., A&R: Wendel Echols; A&R: Berry Martyn, John P. Pult.

Label(s): (Owned) American Music, Audiophile, Black Swan, Circle, GHB, Jazzology, Progressive, Solo Art, Southland.

**GM Recordings, Inc.**, 167 Dudley Rd., Newton Centre, MA, 02159, (617) 332-6398. Pres.: Gunther Schuller; Gen. Mgr.: Bruce Millard.

US Reps.: Distribution North American (MA); EBS Recordings (Canada).

Int'l Reps.: Aris/Ariola (Germany).

**GMV Music Enterprise, Inc.**, 135-06 230 St., Laurelton, NY, 11413, (212) 245-3703. Pres.: Victor Carew; Dir., A&R: Steve Camhi.

## GNP/Crescendo Records,

8400 Sunset Blvd., Ste. 4A, Los Angeles, CA, 90069, (213) 656-2614. Fax: (213) 656-0693. Pres.: Gene Norman; Vice Pres.: Neil Norman; Creative Dir.: Jordana Gainsworth; Comptroller: Linda Anderson; Pub. Rel. Dir.: Randi Hill; Prodn. Dir.: Mary Lou Burns.

Label(s): (Owned) GNP/Crescendo, Creative World, Dixieland Jubilee.

US Reps.: Associated (AZ); California Record Dist. (CA); Encore (CO); Great Southern (LA); Malverne (NY, MA, IL, MN, PA); Action (OH); Big State (TX); Ed Richter (WA);



- Select-O-Hits (TN); Surfside (HI); Bassin (FL).  
Int'l Reps: Trend (Canada); BMG-Vogue (France, Benelux); ZYX (Germany, Austria, Switzerland); IRD (Italy); King Record Co. (Asia); Festival Records (Australia, New Zealand); Amigo (Scandinavia); Silva Screen (United Kingdom).
- GRP Records**, 555 W. 57th St., 10th Floor, New York, NY, 10019, (212) 424-1000. Fax: (212) 424-1007. Pres.: Tommy LiPuma; Sr. Vice Pres./Mktg. Promo: Mark Wexler; Sr. Vice Pres./Ops.: Brian Kelleher; Vice Pres./A&R: Carl Griffin; Sr. Dir. Int'l Ops.: Frank Hendricks; Dir., Nat'l Sales: Kent Anderson; Sr. Dir., Promo: Doug Wilkins.  
Label(s): (Owned) GRP, (Distributed) Decca Records, Impulse I, MCA/GRP, Stretch Records.  
US Reps: Uni Distribution (CA).
- GSP Recordings**, 514 Bryant St., San Francisco, CA, 94107, (415) 896-1122. Fax: (415) 896-1155. Pres.: Dean Kamel; Promo/Distribution Dir.: Kalonika McQueen.  
Label(s): (Owned) GSP, GSPJAZ, Kamel.
- Galaxy Mountain Music**, PO Box 1967, Studio City, CA, 91614, (818) 409-9567. Contact: Cheryl E. Roth.  
Label(s): (Owned) Echo Mountain.
- Gallery II Records**, 2301 W. 59th St., Los Angeles, CA, 90043, (213) 294-7286. Fax: (213) 291-7709. Pres.: Johnno Waller; Vice Pres.: Horace Hall; Sec.: Sierra Sweet.  
Label(s): (Owned) Gallery II.
- Gallery II Records, Inc.**, PO Box 630755, Miami, FL, 33163, (305) 935-4880. Fax: (305) 933-4007. Pres.: Jack Gale; Vice Pres.: Lovey Gale; Sales Mgr.: Ron Elliott.  
Label(s): (Owned) Gallery II, Playback, Ridgewood.
- Garmex Records**, Rt. 2, Box 134-A, Portales, NM, 88130, (505) 356-6617. Fax: (505) 359-0155. Pres.: Heracilio Garcia; Vice Pres.: Jesus Garcia; Treasurer: Francisco Garcia.  
Office(s): 1741 N. Ivar Ave., Hollywood, CA, 90028, (213) 463-7199. Fax: (213) 463-7198.  
Label(s): (Owned) Garmex.  
US Reps: Disco Azteca, A & A Enterprises (CA); Southwest Wholesale (TX).
- Gasparo Records, Inc.**, 15 Fitzgerald Dr., Unit 7, Jaffrey, NH, 03452, (603) 532-8821. Fax: (603) 532-8841. Pres.: Roy Christensen; Office Mgr./Treasurer: Virginia Christensen.  
Label(s): (Owned) Gasparo, Gasparo Gallante.  
US Reps: Allegro Imports (OR).
- Int'l Reps: Complete Record Co. (UK); Spartacus Discos (Mexico).**
- Gay 90's Village, Inc.**, 2107 E. Malone (Rear), Sikeston, MO, 63801, (314) 471-1347. Pres./Treas.: Laura L. Eakins; Vice Pres.: Randy A. Eakins; Sec./A&R: Patty Newman.  
Label(s): (Owned) Gold 20.
- Geffen Record Company**, 9130 Sunset Blvd., Los Angeles, CA, 90069, (310) 278-9010. Fax: (310) 271-4563. Pres.: Ed Rosenblatt; Gen. Mgr.: Bill Bennett.  
Office(s): 75 Rockefeller Plaza, New York, NY, 10019, (212) 484-7170. Fax: (212) 484-8930.
- Genes Compact Disc Co.**, PO Box 7778, Silver Spring, MD, 20907, (301) 434-6958. Fax: (301) 434-3056. Pres./Gen. Mgr.: Gene Rosenthal; Vice Pres., Sales/Mktg.: Nap Passman; Gen. Mgr./Promo: Grace Rosenbloom.
- A Gentle Wind**, PO Box 3103, Albany, NY, 12203, (518) 436-0391. Pres.: Jill Person.  
US Reps: Silo, Music for Little People (VT).
- Ghost Records**, 1905 Pesos Pl., Kalamazoo, MI, 49008, (616) 735-2641. Pres.: Don Jobe; Vice Pres.: Jim Hallberg; A&R: Pete Lazaroff.  
Label(s): (Owned) Ghost.
- Giant Records**, 8900 Wilshire Blvd., Beverly Hills, CA, 90211, (310) 289-5500. Chrmn.: Irving Azoff; Pres.: Charlie Minor; CFO: Larry Silver, Gen. Mgr.: Steve Backer, Pres., Black Music: Cassandra Mills; Pres., A&R: Jeff Aldrich; Head, Promo: Ray Carlton; Head, Pop Promo: Jean Johnson; Head of Int'l: Susan Markheim; Head, Rock Promo: Barry Lyons; Publicist: Lisa Rebeck.  
Office(s): 1514 South St., Nashville, TN, 37212, (615) 256-3110. Fax: (615) 259-4011. Pres.: James Stroud.
- Label(s): (Owned) Giant Records, The Medicine Label.**
- Glad Hamp Records, Inc.**, 575 Laramie Ln., Mahwah, NJ, 07430, (201) 934-5665. Fax: (201) 934-1679. Vice Pres./Gen. Mgr.: Bill Titone.
- Glad Music Co.**, Northchase Plz., 14340 Torrey Chase Blvd., Ste. 380, Houston, TX, 77014, (713) 397-7300. Fax: (713) 397-6206. Owners: H.W. "Bud" Daily, Don Daily.  
Label(s): (Owned) Glad Music Co., Paid, (Distributed) Kikr.  
US Reps: Big State Dist. (TX).
- Global Pacific Records**, 270 Perkins St., Sonoma, CA, 95476, (707) 996-2748. Fax: (707) 996-2658. Pres.: Howard Sapper; Sr. Vice Pres.: Howard Morris; Vice Pres. Promo: Neal Sapper; Vice Pres. Sales: Thomas Sapper.  
US Reps: Navare; Mesa/Blumoon.
- Global Records & Tapes (c/o Carro Spanbock)**, 1120 Sixth Ave., 4th Floor, New York, NY, 10036, (212) 830-9520. Fax: (212) 586-8657. Pres.: Peter Kirsten.  
Office(s): Niederlingstrasse 21, 8 Munchen 19, West Germany, (089) 15 10 63. Pres.: Peter Kirsten; 171 Southgate Rd., London, N1 3LE, United Kingdom, (089) 15 10 63. Gen. Mgr.: Peter Knight, Jr.
- Label(s): (Owned) Global Musicon, Global Satellite.**
- Global Theater Records**, 15456 Cabrito Rd., Van Nuys, CA, 91406, (213) 873-7370. Fax: (818) 787-3981. Pres.: Tom Skeeter; Dir.: John Campagna.
- Global Village Music**, 245 W. 29th St., New York, NY, 10001, (212) 695-6024. Fax: (212) 695-6025. Pres.: Michael Schlesinger.  
Label(s): (Owned) Global Village.
- Globo Group, Inc.**, 16130 Ventura Blvd., Ste. 240, Encino, CA, 91436, (818) 981-7230. Fax: (818) 981-6804. Managing Dir.: Helio Costa Manso; Mktg./Prod. Mgr.: Samuel Lopez; Promo/Media Dir.: Lola Gandara; Lic./Int'l Affairs Coord.: Andriana Gandara; Controller: Olivia Ghazzaoui.  
Office(s): 8249 NW 36th St., Ste. 200, Miami, FL, 33166, (305) 477-7773. Fax: (305) 477-6219. Contact: Lola Gandara.  
Label(s): (Owned) Globo Records, Xuxa's Merchandise, Xuxa's TV Programs.
- Gold Dust Records**, Rt. 78, Exit 7, Strausstown, PA, 19559, (610) 486-1782. Pres.: Patrick Sickafus; A&R: Julie Johnson.  
Gold Records, 304 N. Point Dr., Stevens Point, WI, 54481, (715) 344-8156. Pres.: Norm Dombrowski.
- Goldband Recording Corp.**, 313 Church St., Lake Charles, LA, 70601, (318) 439-4295, (318) 439-5839. Fax: (318) 491-0994. Pres.: Eddie Shuler; Vice Pres./Bookkeeper: Elsie Shuler.  
Label(s): (Owned) Folk Star, Goldband, Jador, (Distributed) IMG, Kajun, Lanor, MTE.
- Int'l Reps: Ace Records (UK).**
- Golden Boy Records**, 16311 Askin Dr., Pine Mountain Club, CA, 93222, (805) 242-0125. Fax: (805) 242-4313. Owner: Eddie Gurren.  
Label(s): (Owned) Alva, Golden Boy, Golden Boy Jazz.
- Golden Bullet Record Co.**, 7114A Pippin Rd., Cincinnati, OH, 45239, (513) 931-1144. Fax: (513) 931-1600. Pres.: Gregory L. Appel, Sr.; Gen. Mgr.: Doug L. Meyers.  
Label(s): (Owned) Golden Bullet.
- Golden Gate Records**, 19 Coopers Hawk Ct., Scotts Valley, CA, 95066, (408) 439-0935. Fax: (408) 438-6796. Pres.: Gary Lamb; Vice Pres./Promos/Mktg.: Adrienne Biliski; Regl. Sales Mgr.: Sue Meachen.  
Label(s): (Owned) Golden Gate.  
US Reps: Cisco (CA).
- Int'l Reps: New Sounds (Italy); KY-Lam Int'l (Canada).**
- Goldust Records Co.**, 115 E. Idaho Ave., Las Cruces, NM, 88005, (505) 524-1839. Owner/Gen. Mgr.: Emmitt H. Brooks.  
Label(s): (Owned) Goldust, (Distributed) Red Barn.
- Goldwax Record Co., Inc.**, 1719 West End Ave., Ste. 709E, Nashville, TN, 37203, (615) 321-3402. Fax: (615) 321-2422. Pres.: E.W. Clark; Vice Pres.: S.D. Burks; Vice Pres.: Trina Moore.  
Label(s): (Owned) Abec, Bandstand, Beale Street, Goldwax, Goldwax Country, Ran-N-Wax, (Distributed) Tradewinds.
- The Gordy Co.**, 6255 Sunset Blvd., 18th Floor, Hollywood, CA, 90028, (213) 461-9954. Fax: (213) 261-9526.
- Gospel Publishing House**, 1445 Boonville, Springfield, MO, 65802, (417) 831-8000. Fax: (417) 863-8558. Gen. Mgr.: Joe Kilpatrick; Pdct. Devel. Mgr.: David Womack; Mgr. Adv.: Carol Ball; Promo. Coord.: Randall Howard.  
Label(s): (Owned) GPH Music, Radiant Music.
- Gothic Records, Inc.**, 2201 E. Winston Rd., Ste. R, Anaheim, CA, 92806, (714) 999-1061. Fax: (714) 999-0572. Pres.: George Dickey.  
Label(s): (Owned) Gothic.  
US Reps: Koch Int'l (NY).
- Gotown Records, Inc.**, 706 W. Mechanic St., Leesville, LA, 71446, (318) 239-2850. Pres./Gen. Mgr./Promos: John E. Kilgore; Vice Pres.: Jimmy Puckett; A&R: Henry Reggans.  
Label(s): (Owned) Gotown/Gowest, Kilgore.
- Graduation Records, Inc.**, PO Box 31519, Saint Louis, MO, 63131, (314) 432-7600. Pres.: Julian H. Miller II; Gen. Mgr.: Karen Willenberg.  
Label(s): (Owned) Graduation.
- Gramvision Records, Inc.**, 33 Katonah Ave., Katonah, NY, 10536, (914) 232-1399. Fax: (914) 232-8550. Pres.: Jonathan F.P. Rose; Gen. Mgr.: Joanna Fitzpatrick; Prodn. Mgr.: Andrea Pirotti.  
Label(s): (Owned) Gramvision.  
US Reps: Rhino.
- Int'l Reps: TDK (Japan); Harmonia Mundi (France); In-Akustik (Germany); Dureco (Holland); High Tide (Italy); New Note (U.K.); Bebob (Switzerland); Lyra (Greece); Amigo (Sweden).**
- Gramophone Records**, PO Box 910, Beverly Hills, CA, 90213, (213) 276-2726. Gen. Mgr.: Oliver Berliner.  
Label(s): (Owned) Gramophone, Tot.
- Grand Strand Records**, 9391 Beards Hill Rd., Ste. 102, Aberdeen, MD, 21001, (410) 686-5816. Pres.: Richard D. Tracy.
- Granite Records & Tapes**, 108 Joyce Ln., Ashland City, TN, 37015, (615) 792-4468. Owner/Gen. Mgr.: Thomas A. Boyles, Sr.; Promo/A&R: Amber Boyles; Project/Talent Devel.: Jeff Boyles.  
Label(s): (Owned) Granite, Surf.  
US Reps: Surf (TN).
- Grateful Dead Records**, PO Box X, Novato, CA, 94948, (415) 898-4999. Fax: (415) 898-9592. Mgr., Record Div.: Patricia Harris; Gen. Mgr., Merch.: Peter McQuaid; Publicity: Gary Lambert.
- Great Southern Record Co., Inc.**, PO Box 13977, New Orleans, LA, 70185, (504) 482-4211. Pres.: John Berthelot.  
Label(s): (Owned) Great Southern, New Orleans Sound.  
US Reps: Bayside Dist. (CA); M.S. Dist. (IL); Floyd's Wholesale (LA); St. Expedite (LA); Action Music (OH); Rock Bottom (GA); Rounder Dist. (MA); Old Fogey (MI); Select-O-Hits (TN); Silo Record Dist (VT).
- Int'l Reps: Avan-Guard (Australia); Trend (Canada); Aris/GMG (Germany); I.R.D. (Italy); Vivid Sound (Japan).**
- Greathall Productions**, PO Box 813, Benicia, CA, 94510, (707) 745-6234. Fax: (707) 745-5820. Contacts: Jim Weiss, Randy Weiss.
- Label(s): (Owned) Greathall Prod.
- Green Dog Productions**, 1311 Candlelight Ave., Dallas, TX, 75116, (214) 298-9576. Pres.: Paul S. Ketter; Vice Pres. A&R: Joe Johnson.  
Label(s): (Owned) Sagittar.
- Green Linnet Records, Inc.**, 43 Beaver Brook Rd., Danbury, CT, 06810, (203) 730-0333. Fax: (203) 730-0345. Pres./CEO: Wendy Newton; Gen. Mgr.: Chris Tesky.  
US Reps: CD One Stop (CT); City Hall (CA); East Side Digital (MN); Encore (CO); Michael Ginsburg (TN); Lady-slipper (NC); Old Fogey (MI); Precision Sound (WA); Record Depot (VA); Rego, Release, Rounder (NY); Richman Brothers, Shanachie (NJ); Richman Brothers (MD); Rounder (MA); Silo (VT).
- Int'l Reps: Arpa Folk (Spain); Celtic, Tropic (United Kingdom); Claddagh (Ireland); Cornus, Elite (New Zealand); Fenn, Wunderette (Germany); Festival (Canada); Keltia Musique (France); Megamusica (Portugal); Music Scene (Japan); Music & Words (Holland); GLD (Australia).**
- David Gresham Records, Inc.**, 30423 Canwood St., Ste. 135, Agoura Hills, CA, 91301, (818) 879-9070. Fax: (818) 879-0354. Pres.: David Gresham; Business Affairs Mgr.: Rick Nelson.
- Griffin Music**, 520 Windy Point Dr., Glendale Heights, IL, 60139, (708) 858-7801. Fax: (708) 856-7806. Pres.: Neale Parker; Sales/Adv.: Nike Kirk; Promos/Publicity: Gina Warren.  
Label(s): (Owned) Griffin Music, (Distributed) Cyclops, Lake Shore Jazz.  
US Reps: Alliance (CT); Action (OH); MDI (TX); MS (IL); Select O Hits (TN).
- Phillip E. Grove Enterprises**, PO Box 988, Fresno, CA, 93714, (209) 441-7445, (209) 767-2033. Owner: Phillip Grove.  
Label(s): (Owned) Mr. Dragon.
- Grrr Records**, 939 W. Wilson, Chicago, IL, 60640, (312) 989-6331. Fax: (312) 989-2076.
- Guajiro Records, Inc.**, 10441 NW 28th St., Ste. 106, Miami, FL, 33172, (305) 592-1931. Fax: (305) 592-1932. Pres.: Roberto Torres; Vice Pres.: Marien Torres.  
Label(s): (Owned) Caney, Guajiro, Neon, SAR, SAR, Toboga.  
Int'l Reps: Multimusic (Mexico); Manzaua (Spain).
- Gueststar Records, Inc.**, 17321 Ritchie Ave. NE, Sand Lake, MI, 49343, (616) 636-5068. Label(s): (Owned) Gueststar.
- Gunsmoke Entertainment, Inc.**, 2523 Roosevelt Hwy., Ste. D-3, College Park, GA, 30337, (404) 768-0488. Pres.: Barbara A. Thomas; Vice Pres./A&R Rep.: James McClelland; Prodn. Admin.: Stan McClelland; Sec.: Jeannifer McClelland James.  
Office(s): PO Box 812, El Cerrito, CA, 94530, (510) 234-4243. Fax: (510) 234-4243. Pres.: Barbara A. Thomas.  
Label(s): (Owned) Gunsmoke.

## H

- Hacienda Records**, 1236 S. Staples Dr., Corpus Christi, TX, 78413, (210) 851-1414. Fax: (512) 682-3943. Pres.: Roland Garcia.
- Hallways To Fame Productions, Inc.**, 8010 Int'l Village Dr., Jacksonville, FL, 32277, (904) 765-8276, (213) 298-7098. Gen. Mgr.: Al Hall, Jr.; Dir., East Coast: Ron "Cos" Hall; Dir., West Coast: Al Money; Dir., Int'l: Jerry Hall.  
Label(s): (Owned) CTR, First Coast Posse, Hallway Int'l, (Distributed) Brownstone West, Cosmik Eye.  
US Reps: M.C.M. (CA).
- Happy Hour Music**, 2410 Del Mar Ave., Rosemead, CA, 91770, (818) 571-1214. Fax: (818) 288-7461. Managing Dir.: Wan Seegmiller.  
Label(s): (Owned) Happy Hour Music, (Distributed) En Pointe, Som Da Gente.
- Happy Kids Productions**, 184 Katonah Ave., Katonah, NY, 10536, (914) 232-6433. Fax: (914) 232-6436. Pres.: Michael Rosenbaum; Dir. Retail Ops.: Cindy Rosenbaum.  
Label(s): (Owned) All You Need Is Kids, For the Love of Animals, Magical Journeys.  
US Reps: Steve Marks Sales (OH).
- Int'l Reps: Natures Way Development (Canada).**
- Hard Hat Records**, 519 N. Halifax Ave., Daytona Beach, FL, 32118, (904) 252-0381. CEO: Bobby Lee Cude.  
Label(s): (Owned) Blaster-Boxx Hits, Broadway, USA, Hard Hat, Times-Square Fantasy Theatre.
- Harvest Time Music**, 1517 Laurelwood, Denton, TX, 76201, (817) 387-4001. Owner: Linda Lowe Thompson.  
Label(s): (Owned) Harvest Time.
- Have Mercy Records**, PO Box 660245, Sacramento, CA, 95866, (916) 486-3729. Pres.: Mike Balma.  
Label(s): (Owned) Have Mercy.  
US Reps: Bayside (CA).
- Int'l Reps: Red Lick (UK); Crosscut (Germany); Sidetrack (Australia).**
- He Rose Records**, 1098 Rose Ave., El Centro, CA, 92243, (619) 352-5774. Pres.: Danny Berg.

## Heads Up Int'l Ltd.,

- 4208 Russell Rd., Ste. 1&J, Mukilteo, WA, 98275, (206) 349-1200. Fax: (206) 349-1166. Pres.: Dave Love; Vice Pres.: Int'l Aff.: Doug Lexa; Nat'l Dir., Sales/Mktg.: Michele Harmon; Dir., South American Aff.: Ruth V. Montoya; Dir., Pub. Rel.: Lori Hehr; Dir., Radio Promo: Mike Hurzon; Dir., Urban Radio Promo: Vic Givens, Joe Grant.  
Office(s): 18107 Chardon Cir., Encino, CA, 91316, (818) 609-0002. Fax: (818) 609-0505.  
Label(s): (Owned) Heads Up Int'l, Ltd., (Distributed) Intermix.



US Reps.: Discompacto (FL)—South America.  
Int'l Reps.: 101 South (Germany); Megamix (Turkey); Zwennes Dist. (West Africa); Palacio De La Musica (Uruguay); Musart (Mexico); Top Music (S.E. Asia); Polystar (Japan); Fat Lady (Philippines); POB (South Africa); Indie-Go Music (Australia); Memphis Enterprises (Dominican Rep.); Disco Hit Prods. (PR).

**Heart Music, Inc.**, PO Box 160326, Austin, TX, 78716, (512) 327-4649, (512) 795-9593. Fax: (512) 795-9573. Pres.: Tab Bartling; Promos. Dir.: Jeanna Inks; Promo. Asst.: Karen Biller.

Label(s): (Owned) Heart Music, Inc.  
US Reps.: Landmark, Valley Record Dist. (CA); Landmark, Harbor Record Export, Twinbrook Music (NY); Landmark (GA); Action Music Sales (OH); Universal Record Dist. (PA).  
Int'l Reps.: Import Music Service (Japan).

**Heartake Songs**, PO Box 993, Goodlettsville, TN, 37070, (615) 859-3662. Owner: Bob Stamper.

Label(s): (Owned) Heartake Songs.  
**Heartbeat Records**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Duncan Browne; Vice Pres.: Ken Irwin; Vice Pres.: Marian Levy.

Int'l Reps.: MNW (Denmark); Messidor (Germany).  
**Hearts of Space, Inc.**, 1324 Noriega St., San Francisco, CA, 94122, (415) 759-1130. Fax: (415) 759-1166. Pres./Producer: Stephen Hill; Vice Pres./Gen. Mgr.: Leyla Rael Hill; Dir., Sales/Mktg./Promos.: G. Scott "Casey" Conroy.

Label(s): (Owned) Fathom, Hearts of Space, RGB, World Class.

**Heath & Associates**, 2751 W. Market St., Louisville, KY, 40212, (502) 778-5370. Fax: (502) 584-2895. Gen. Partner: John V. Heath; Partner: Beulah Mae Heath.

Label(s): (Owned) Estate, Hillview.  
**Jim Henson Records**, West Office Bldg., Raleigh Studios, Hollywood, CA, 90038, (213) 960-4096. Fax: (213) 960-4090. Vice Pres.: Robert Kraft; Prodn.: Lisa Bauman; Dir. of Mktg.: Christine Roberts.

US Reps.: BMG Kidz Dist. (NY).  
**Heritage Records**, Rt. 3, PO Box 290, Galax, VA, 24333, Owner: Bobby F. Patterson.

Label(s): (Owned) Frontier Prods., Heritage, Mountain.  
**High Water Recording Co.**, 3750 Norriswood, Memphis, TN, 38152, (901) 678-2350. Fax: (901) 678-5118. Gen. Mgr./Exec. Producer: Richard R. Ranta; Producer: David Evans; Studio Mgr.: Larry Lipman.

Label(s): (Owned) High Water.  
**High Windy Audio**, 260 Lambeth Walk, Fairview, NC, 28730, (704) 628-1728. Fax: (704) 628-4435. Contact: Virginia Callaway.

Label(s): (Owned) High Windy Audio.  
US Reps.: Silo (VT); Ingram (TN); Bayside (CA).

**Higher Octave Music, Inc.**, 23715 W. Malibu Rd. #358, Malibu, CA, 90265, (310) 589-1515. Fax: (310) 589-1525. Opns. Mgr.: Maria Ehrenreich; Chrmn.: Dan Selene; Pres.: Matt Marshall; Sr. Vice Pres.: Scott Bergstein; Vice Pres., Creative Serv.: Dee Westlund.

Label(s): (Owned) Higher Octave, (Distributed) Nightingale.  
US Reps.: Real to Reel (CA); Encore, White Swan (CO); Reyes (FL); New Leaf (GA); Naverre, REP (MN); Boston Baked Beads (ME); Twimbrook (NY); Sunstar (HI); Zango (OR); Silo (VT); Music Design (WI); Nove (PR); Soarin (AZ); Michael Ginsburg (TN).

Int'l Reps.: Arpa Folk Dist., (Spain); Discos Musart (Mexico); Discos Top Hits (Venezuela); D.B.N. (Argentina); Distribudora Urbana (Costa Rica); Discos Victoria (Colombia); Discocompacto (Peru); Tren Music (Canada); I.M.S. (Germany); Diverse System (Australia); Stern's (UK); Eleusis (France).

**Highland Music, Inc.**, 3 Parklane Blvd., Ste. 1020, Dearborn, MI, 48126, (313) 271-9795. Fax: (313) 271-3144. Pres.: Stephen A. Hawkins.

Label(s): (Distributed) Deluxe, Gusto, Hollywood, King, Richmond, Starday.

**Hightone Records**, 220 Fourth St., Ste. 101, Oakland, CA, 94607, (510) 763-8500. Fax: (510) 763-8558. Managing Partner: Larry Sloven; Nat'l Dir., Mktg.: Darrell Anderson; Nat'l Dir. Promo.: Chris Roldan; Nat'l Dir. Publicity: Sally King.

Label(s): (Owned) Hightone, (Distributed) Outal, Outernational.

US Reps.: Koch Int'l (NY).  
**Hit City Records**, 4708 Bawell St., Baton Rouge, LA, 70808, (504) 925-0288. Owner: Henry Turner, Jr.; A&R Dir.: Rhadd Hunt; Mktg. Sales/Promo. Dir.: Sonny Dee.

Label(s): (Owned) Genesis Discs, Hit City.  
US Reps.: Gonzales Music (LA); Carolina Record (SC).

**Hit Records/USA Entertainment**, Ste. 208, PO Box 356, Paia, Maui, HI, 96779, (808) 573-3100. Pres.: Jason Schwartz; Vice Pres. A&R: Sandra Kay; Agent: Jack Carrington.

Label(s): (Owned) Maui Country.  
**Holiday Group, Inc.**, 6540 SW 144th St., Miami, FL, 33158, (305) 235-1728. Fax: (305) 238-5710. Pres.: Sharon Conway; Vice Pres.: Penny Roberts.

**Hollywood Records**, 500 S. Buena Vista St., Burbank, CA, 91521, (818) 560-5670. Fax: (818) 841-5140. Exec. Vice Pres.: Bob Pfeiffer; Sr. Vice Pres.: Richard Iehner; Vice Pres./CFO: Paul Hutchinson; Dir., A&R: Bill Deutsch.

**Hollywood Records of California**, 603 First St., Ste. 138, Oceanside, CA, 92054, (619) 757-7446. Pres.: William Bellman; Vice Pres./Promo.: Myral Bellman; Special PdcTs. Mgr.: Lee Forman; A&R Mgr.: Bill Bellman.

Label(s): (Owned) Country Originals, Hollywood, Hollywood Records, Melody House Music, Mirror Ball.

**Home Cooking Records**, PO Box 980454, Houston, TX, 77098, (713) 666-0255. Pres./Gen. Mgr.: Roy C. Ames; Office Mgr.: Evelyn Biscamp; Sales: David Eidler; A&R: William D. Holford.

Label(s): (Owned) Home Cooking.  
US Reps.: Collectibles (PA).  
Int'l Reps.: Magnum Music (U.K.); Blues Interactions (Japan).

**Homeland Recording (Canaan Records)**, 1011 16th Ave. S., Nashville, TN, 37212, (615) 327-1240. Fax: (615) 327-1346. Pres.: Bill Traylor; Vice Pres., Publishing: Terry Exley; Dir., Publicity: Bethni Memphill; Dir. Radio Promo.: Kathy Fleming; Sales Mgr.: Diane Bell.

Label(s): (Owned) Homeland, Hometown, Welcome Home, (Distributed) Jim, Shiloh.

**Hometown Music Co.**, 83-08 35th Ave., Jackson Heights, NY, 11372, (718) 651-8213. Pres.: Sidney Prosen; Vice Pres.: Philip Prosen; Coordinator: Wanda Helm.

Office(s): PO Box 90575, Nashville, TN, 37209, (615) 383-2450, Country Rep.: Wanda Helm.

Label(s): (Owned) Big, Sleeping Giant.  
**Horttor Universal Music Co.**, 313 El Tejon Ave., Oildale, CA, 93308, (805) 399-9028. Owner: Robert L. Horttor.

Label(s): (Owned) Humco.  
**Holtrax Records**, 1957 Kilburn Dr., Atlanta, GA, 30324, (404) 662-6661. Vice Pres./Artist Rel.: Teri Blackman; CFO: George Burdell.

Label(s): (Owned) Bluestrux, Dance-A-Thon, Digitrux, Holtrax, Lasertrax.

**House of Knox Music**, 4844 Seda Dr., San Diego, CA, 92124, (619) 569-4563. Owner/Gen. Mgr.: Robert B. Knox.

Label(s): (Owned) Desert Morning.  
**Houston Records, Inc.**, 17710 Red Oak, Ste. 203, Houston, TX, 77090, (713) 893-2400, (713) 537-5046. Fax: (713) 537-2619.

Pres.: Siiron Kyles; Vice Pres./A&R: Samuel Rodgers; Mgr. A&R: Brett Foley; Asst. A&R Mgr.: Victoria Gardner.

Label(s): (Distributed) A.D., Heroic, Hill & Hill, Pyramid.  
**Howards Int'l**, 43-57 Union St., Flushing, NY, 11355, (718) 353-5008, (718) 894-8076. Pres.: Howard Goldberg; Mgr.: Ernest Rennhack; Sec/Treas.: Margarete Goldberg.

Label(s): (Owned) Classic Int'l Filmmusics, Curtain Calls, Hollywood Soundstage.

**Howling at the Moon Records**, 11 W. Victoria St., Ste. 206, Santa Barbara, CA, 93101, (805) 963-6290. Fax: (805) 966-0055. Pres.: Adrian L. Tanler; Bus/Legal Aff.: Chuck Ostin; Mktg./Dist.: Dan Chynko; A&R: Syndee Brooks.

**Hudson Canyon Records**, 180 Varick St., Ste. 1400, New York, NY, 10014, (212) 606-3748. Fax: (212) 675-6847. Pres.: John Matarazzo; Label Mgr./Promos.: Betsy Kelly.

**Hybrid Records/Sound Development Releasing Group Ltd.**, 830 W. Main St., Ste. 144, Lake Zurich, IL, 60047, (708) 786-3905. CEO: Graham Carlsen.

Label(s): (Owned) Hybrid.  
**Hypernormal Records**, PO Box 2384, Norton Heights Sta., Darien, CT, 06820, (203) 327-1958. Pres.: John Swetye.

US Reps.: M.S. Dist. (IL).

## I

**IQ Records, Inc.**, PO Box 8161, New York, NY, 10116, (212) 439-8086. Pres.: Branson Belchier; Vice Pres.: Jacques Battel.

**I.R.S. Records**, 3520 Hayden Ave., Culver City, CA, 90232, (310) 841-4100. Fax: (310) 838-4070. CEO: Miles Copeland; Pres.: Jay Boberg; Sr. Vice Pres./Gen. Mgr.: Barbara Bolan.

Label(s): (Owned) No Speak, (Distributed) Nettwerk, Pangaea, Shock Therapy.

**Ichiban Records, Inc.**, PO Box 724677, Atlanta, GA, 31139, (404) 419-1414. Fax: (404) 419-1230. Pres.: John E. Abbey; Exec. Vice Pres.: Nina K. Easton.

Label(s): (Owned) Ichiban, Naked Language, Sky, Techno 404, WRAP, Wild Dog, (Distributed) Aviday Entertainment, Black Eye, 4 Tre Productions, 3G.

Int'l Reps.: Amigo Music (Sweden); Bertus (The Netherlands); Edison (Portugal); Parsifal Bvba (Belgium); Sound Service (Switzerland); Top Tape (Brazil); Valentine Music (Singapore); Ballaphon, Intercord (Germany); Int'l Record (Italy); A-CD Distr. (UK); Black Market (Australia); Night & Day (France); Teichiku.

**Icon Records**, 57 Greene St., New York, NY, 10012, (212) 925-2121. Pres.: Yale Evelev.

US Reps.: None Such, Luaha Bop (NY).  
Int'l Reps.: Avant (Japan).

**Iconoclast Productions**, 846 58th St., Oakland, CA, 94608, (510) 428-0157. Fax: (510) 428-0157. Pres./Producer/Artist: Grant Watson, Jr.; Co-Producer/Engineer: Jesse Osborne.

Label(s): (Owned) G7, Miob, Saxe.  
US Reps.: Caprice Int'l (PA); IMA (NJ).

**Idaho Records**, PO Box 474, Clayton, ID, 83227, (208) 879-4677. Pres.: Muzzie Braun.

Label(s): (Owned) Idaho.  
**Imaginary Entertainment Corp.**, 332 N. Dean Rd., Auburn, AL, 36830, (205) 821-7156. Proprietor: Lloyd E. Townsend, Jr.

Label(s): (Owned) Imaginary.  
**The Imago Recording Co.**, 152 W. 57th St., New York, NY, 10019, (212) 246-6644. Fax: (212) 246-0404.

**Immigrant City Records**, 231 Sutton St., Ste. 2C, North Andover, MA, 01845, (508) 686-9811. Pres.: Ralph A. Barbaggio, Jr.; Gen. Mgr.: Sandra L. M. Scala.

**In-A-Minute Records**, 1025 W. MacArthur Blvd., Oakland, CA, 94608, (510) 653-5811. Fax: (510) 652-5058. Pres.: Jason Blaine; Mktg./Promo.: Frederick Johns.

US Reps.: Big State (TX); City Hall (CA); Indy (OH); Select O Hits (TN).

**Incentive Productions (Div. of Jeverit Music)**, 639 Bulew Ave., Columbus, OH, 43205, (614) 481-7635. Pres.: Jeffrey V. Smith.

Label(s): (Owned) Incentive.  
**India Archive Music Ltd.**, 2124 Broadway, Ste. 343, New York, NY, 10023, (212) 740-1508. Pres.: Lyle Machovsky.

Label(s): (Owned) India Archive Music.

US Reps.: Stern's Music (NY).

Int'l Reps.: Stern's (UK).  
**Instinct Records**, 26 W. 17th, Room 502, New York, NY, 10011, (212) 727-1360. Fax: (212) 366-5979. Pres.: Jared Hoffman;

Gen. Mgr.: Gerald Helm; Bus. Aff.: Antoinette Trotman; Promos.: Dietrich Schueneman.

Label(s): (Owned) Acid Jazz, Instinct, Liquid Music, Sonic, (Distributed) Kickin' USA.

**Integrity Music, Inc.**, PO Box 851622, Mobile, AL, 36685, (205) 633-9000. Fax: (205) 633-5202. Pres.: Michael Coleman; Exec. Vice Pres.: Ed Lindquist; Creative Dir.: Don Moen; Int'l Coord.: Joyce Smith.

Label(s): (Owned) Alleluia Music, Hosanna! Music, Interludes, Renewal! Music.

Int'l Reps.: Integrity, Christian Mktg. (Australia, Canada, New Zealand), Jenesco (Hong Kong); Salvation Book Center (Malaysia); Praise (Philippines); Christian Growth (Singapore); New Covenant Ministries (South Africa); Integrity, Word (United Kingdom).

**Int'l Council For Music, Inc.**, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280. Fax: (718) 761-6411. Dir., A&R: Robert Marino.

Label(s): (Owned) Pro Music.  
US Reps.: East Coast (NY).

**Int'l Record Corp.**, PO Box 920658, Houston, TX, 77292, (713) 957-8398. Exec. Officer Corp. Aff.: Raul Rodriguez; Finance Mgr.: Blanca Lozano; Int'l Mgr.: D. Esquivel.

Label(s): (Owned) Alavox, Gravex, Intre, Obsolete, Rapido, (Distributed) Artesia.

**Interplay Records, Inc.**, 2094 W. Redlands Blvd., Ste. K-311, Redlands, CA, 92373, (909) 796-6110. Fax: (909) 796-6110. Pres.: Toshiya Tanaka; Sales Mgr.: John Brechler.

Label(s): (Owned) Interplay.  
US Reps.: Int'l Records Dist. (CA).

**Interscope Records**, 10900 Wilshire Blvd., Ste. 1230, Los Angeles, CA, 90024, (310) 280-6547. Fax: (310) 208-7343.

**Intersound, Inc.**, 11810 Wilks Rd., Roswell, GA, 30077, (404) 664-9262. Fax: (404) 664-7316. Pres.: Don Johnson; Vice Pres.: Bryan Hadley; Gen. Mgr. Country Div.: Ed Keeley; A&R Dir.: George Collier.

Label(s): (Owned) Branson Entertainment, Maxiplay, Pro Jazz, Proarte, Quintessence, (Distributed) Bellamy Brothers, DPI.

**Interworld Music**, RR 3, PO Box 395A, Brattleboro, VT, 05301, (802) 257-5519. Fax: (802) 257-9211. Pres.: Gerry James; Exec. Dir.: Ben James; Promo. Mgr.: John Levin.

Label(s): (Owned) Interworld Music.  
US Reps.: Rounder/DNA/Valley (MA).

**Interworld Music**, 139 Noriega St., San Francisco, CA, 94122, (415) 242-9788. Fax: (415) 242-9789.

**Inverted Records**, 575 Madison Ave., Ste. 1006, New York, NY, 10022, (212) 605-0470. Fax: (212) 308-9834. Pres./CEO: John Kenneth; Vice Pres.: Dr. Frank Calderone; A&R Dir.: Tom Chianti; Promo. Dir.: Debra Spagna.

**Island Independent Labels**, 400 Lafayette St., 5th Floor, New York, NY, 10003, (212) 995-7800. Fax: (212) 995-7857. Sr. Vice Pres.: Hooman Majd; Sr. Vice Pres., Promo.: Sky Daniels;

Sr. Vice Pres., Sales/Mktg.: Gerry Kopecky; Sr. Vice Pres., Mktg.: Matt Stringer; Vice Pres., Mktg.: Peggy Dold; Mgr., Cross Radio Promo.: Marthe Reynolds; Mktg. Mgr.: Alex Aubrey; Mgr., Sales: Pat Monaco.

Office(s): 8920 Sunset Blvd., 2nd Floor, Los Angeles, CA, 90069, (310) 276-4500, Fax: (310) 278-5867.

Label(s): (Owned) 4th & Broadway, Great Jones, Island Red, Mango.

**Ivy Jazz**, 4655 Locust Ln., Ste. 6, Salt Lake City, UT, 84117, (801) 575-6227.

## J

### JC SINBAN RECORDS, INC.,

2322 Oakwood Ave., Saginaw, MI, 48601-3550, (517) 754-5178. Owner: James A. Carpenter, Gen. Mgr.: Kentella L. Harres, Professional/Creative Mgr.: Rafael B. Carpenter, Contact: William Orr, Jr.

Label(s): (Owned) JC Sinban Records, Inc.

**JDC Records, Inc.**, 507 Pier Ave., Hermosa Beach, CA, 90254, (310) 937-4455. Fax: (310) 937-4456. Pres.: Jim Callon; Vice Pres., Sales: Ed Fonseca; Vice Pres., Sales: Jody Ness; Export Mgr.: Mark Donnelly.

Label(s): (Owned) DYF, JDC, (Distributed) Def Jam, Egyptian Empire, Electrobeat, Freak Beat, Kru Cut, Sugarhill, TSR, Techno Hop.

**J.L.I. Records**, PO Box 74-R, Romeoville, IL, 60441, (815) 886-1160. Pres.: Julian Leal; Vice Pres. A&R: Sharon Matyus.

Label(s): (Owned) J.L.I., (Distributed) Target.

**J&L Records**, 2380 Hwy. 31 W, White House, TN, 37188, (615) 672-5771. Pres.: L.J. Grady.



**J&N Records**, 130 W. 42nd St., Ste. 514, New York, NY, 10036, (212) 869-6901. Fax: (212) 869-8896. CEO's: Nelson Estevez, Juan Hidalgo; Promos: Gloria Figueroa, Julio Aguilar; Legal/Pub: Marti Cuevas. Label(s): (Owned) HMS. US Reps.: EMI/Capitol (CA).

**JVC Musical Industries, Inc.**, 3800 Barham Blvd., Ste. 305, Los Angeles, CA, 90068, (213) 878-0101. Fax: (213) 878-0202. Pres.: Kaname Tajima; Vice Pres.: Makoto Orii; Vice Pres./A&R: Akira Taguchi. Label(s): (Owned) JVC Jazz.

**Jack of All Trades Records-JOAT**, 108 Elm St., Staten Island, NY, 10310, (212) 714-8266. Fax: (212) 714-8295. CEO/Managing Dir.: Dexter A. Hazellon; Vice Pres.: Lance Malamud; Vice Pres. Mktg./Promos: Dexter S. Hazellon, Jr.; Dir., Publicity: Claudette Charles. Label(s): (Distributed) Bee Cat, Bravel, Check Mate, Jah Life, Steely & Cleve, TCA. US Reps.: Malverne (NJ); California Record Dist. (CA); Big State Dist. (TX); Schwartz Bros. (MD).

**Jade Panther Corp. of America**, 241 W. 18th St., New York, NY, 10011, (212) 898-7200. Fax: (212) 633-8022. Contacts: Ervin Litkel, Ethel Gabriel, Don Tannen. Label(s): (Owned) Carib, JazzMania, Kelli-Aurora.

**Jamie Record Co.**, 2055 Richmond St., Philadelphia, PA, 19125, (215) 426-4384. Fax: (215) 426-2667. Pres.: Harold B. Lipsius; Gen. Mgr.: Paul Fien. Label(s): (Owned) Arctic, Dionn, First Amendment, Guyden, House of Orange, Jamie, Landa, Top and Bottom, (Distributed) Montel.

**Jay Jay Record, Tape & Video Co.**, 35 NE 62nd St., Miami, FL, 33138, (305) 758-0000. Fax: (305) 758-0000. Label(s): (Owned) Bonfire, Drum-Boy, A Great Variety, Jay Jay, Polka-Tone.

**Jazz Alliance**, 2888 Willow Pass Rd., Concord, CA, 94519, (510) 662-6770. Fax: (510) 682-3508. Pres.: Carl E. Jefferson; Gen. Mgr.: Charles Emory. Label(s): (Owned) All Art Jazz, Jazz Alliance.

**Jazz Lions**, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280. Fax: (718) 761-6411. A&R Dir.: Robert Marino. Label(s): (Owned) Jazz Lions, Young Lions.

**Jazzand Records**, 12 Micieli Pl., Brooklyn, NY, 11218, (718) 972-1220. Pres.: Rick Stone; Pub. Rel.: Idelle Nissila. Label(s): (Owned) Jazzand. US Reps.: North Country (NY).

**Jerden Records (The Great Northwest Music Co.)**, PO Box 4608, Rolling Bay, WA, 98061, (206) 780-0857, (800) 422-HITS. Fax: (206) 780-0859. Pres.: Jerry Dennon; Gen. Mgr.: Bob Wikstrom. Label(s): (Owned) Dolton, Jerden, Music is Medicine.

**Jeree Records**, 1469 Third Ave., New Brighton, PA, 15066, (412) 847-0111. Mgr./Engineer: Jerry Reed; Chief Engineer: Don Garvin; Staff Engineer: Mike Anderson. Label(s): (Owned) Buckshot, Candy, Green Dolphin, Jeree.

**Jerma Records Co.**, 1410 E. 72nd St., Chicago, IL, 60619, (312) 752-2755. Pres./Producer: Ulysses Warren. Label(s): (Owned) Chytowns, Jerma.

**Henry Jerome Music, Inc.**, 5 Van Etten Blvd., New Rochelle, NY, 10804, (914) 632-1270. Fax: (914) 235-5790. Pres./CEO/A&R: Henry Jerome; Dir., Mktg./Promo: Don Castaldi. Label(s): (Owned) Green Menu, (Distributed) Love.

**Jet-Eye Record Production, Inc.**, 7405 Crissman St., Utica, MI, 48317, (313) 731-8277. Fax: (810) 772-4320. Pres./CEO: Johnny Powers; Vice Pres./Bus. Aff.: Rick Claff; Vice Pres./Acct. Mgr.: Mrs. Del Pavlik; Vice Pres. Sales/Promo: Diane Kutchner. Label(s): (Owned) Jet Eye. US Reps.: Schookids Rec. (MI); Norton Rec (NY). Int'l Reps.: Sequel, Rollercoaster, Charly (UK); Sunjay (Sweden).

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**Jewel-Paula-Ronn Records**, 1700 Centenary Blvd., Shreveport, LA, 71101, (318) 227-2228. (800) 448-2665. Fax: (318) 227-0304. Pres.: Stan Lewis; Vice Pres.: Susan Lewis; Sales/Promo: Lenny Lewis; Publishing: Dianne Patrick; Publicity: Keith Abel. Label(s): (Owned) Cobra, Job.

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**Jewel Records**, 1594 Kinney Ave., Cincinnati, OH, 45231, (513) 522-9338. Fax: (513) 522-9915. Pres.: Rusty York; Sales Mgr.: Linda York; Mktg. Dir.: Sharon Woods; Studio Mgr.: Rick Hopkins.

**Jewish Family Productions**, PO Box 19968, San Diego, CA, 92159, (619) 582-5696. Pres.: George Fogelman; A&R: Gail Fogelman. Label(s): (Owned) The Creative Mobile, Jewish Family Prodn.

**Jimmy Jangle Records**, 4200 Utah Ave., Nashville, TN, 37209, (615) 383-3282. Fax: (615) 383-2589. Pres.: Jim Kimball; Vice Pres. Mktg.: Gael Van Sant. Label(s): (Owned) Jimmy Jangle. US Reps.: Jimmy Jangle (TN); Educational Record Cntr. (NC); Silo Systems, Inc. (VT); Music For Little People (CA); Baker & Taylor (IL).

**Jive Records**, 137-39 W. 25th St., New York, NY, 10001, (212) 727-0016. Sr. Vice Pres./Gen. Mgr.: Barry Weiss; Vice Pres., Sales/Mktg.: Tom Carrabba; Sr. Vice Pres., A&R: Jeff Fenster; Sr. Vice Pres., Pop Promo: Jack Satter; Vice Pres., R&B Promo: Larry Khan.

**Joey Boy Records, Inc.**, 3081 NW 24th St., Miami, FL, 33142, (305) 635-5588. Fax: (305) 633-7127. Pres.: Jose Armada, Jr.

Pres.: Allen L. Johnston; Vice Pres. Promos./A&R: Rod Kenney, Sr.; Gen. Mgr.: Luz Marina Fernandez; Nat'l Promos. Mgr.: Karin F. Evertz; Nat'l A&R Mgr.: Ray Arias. Label(s): (Owned) A&A-American Faith, JB-Joey Boy, JR-Joey Boy Junior.

**Joey Records Int'l**, 6703 W. Commerce St., San Antonio, TX, 78227, (210) 432-7893. Fax: (210) 436-1511. Pres.: Joe S. Lopez; Corp. Exec.: Joe M. Lopez, Jr.; Corp. Exec./Publicity: Dinah Perez; Sales: Fernando Mayen; Promos.: David Silva; A&R Supvr.: Irma Tovar. Label(s): (Owned) Dina, Joey, Joey Universal, Moni, Omega, SAS. US Reps.: Azteca. Abby Rd. (CA); Acapulco (FL); Denver Music Dist. (CO); Handiman (MI); Int'l Record Dist. (IL); Rangel, Southwest Wholesale, West Merch., Southwest Entertainment (TX).

**Little Richie Johnson Agency**, 318 Horizon Vista Blvd., Box 3, Belen, NM, 87002, (505) 864-7441. Fax: (505) 864-7442. Pres.: Little Richie Johnson. Label(s): (Owned) Chuckie, LRJ, Little Richie, Vantage.

**Jondi Records**, 130 W. 42nd St., Ste. 1106, New York, NY, 10036, (212) 815-0920. Fax: (212) 768-7822. Pres.: Dick Charles; Vice Pres.: Jon Soleather.

**Joe Jones & The Reynosa Brothers Records**, 10556 Arnowood Rd., Lake View Terrace, CA, 91342, (818) 890-0730, (818) 890-0977. Fax: (818) 899-4457. CEO/Opns. Mgr.: Joe Jones; Vice Pres./Gen. Mgr.: Marion Jones; Professional Mgr.: Dwayne Jones. Label(s): (Owned) Joe Jones & Reynosa Bros., (Distributed) New Orleans, Old School Alternative.

**The Joplin & Sweeney Music Co.**, 334 N. Santa Cruz Ave., Los Gatos, CA, 95030, (408) 395-7818. Fax: (408) 395-7436. Owners: Neil Hogan, Greg Burger. US Reps.: Life Dance Dist. (OR); Music Design Dist. (WI); Rock Bottom (GA); Bassin Dist. (FL).

**Joyce Records**, 13381 Beach Av., Marina Del Rey, CA, 90292, (310) 821-4005. Fax: (310) 823-3389. Pres.: Wayne Volat. Label(s): (Owned) Joyce.

**Jumpin' Jack Records**, 2301 W. 59th St., Los Angeles, CA, 90043, (213) 294-7286. Fax: (213) 291-7709. Pres./A&R: Johnno Waller; Vice Pres.: Horace Hall; Sec.: Sierra Sweet. Label(s): (Owned) Jumpin' Jack.

**Jungle Productions/Records**, PO Box 3034, Austin, TX, 78764, (512) 388-0728. Pres.: Bruce Sheehan.

**Justice Record Co., Inc.**, 3215 W. Alabama, Houston, TX, 77098, (713) 520-6669. Fax: (713) 525-4444. Pres./CEO: Randall Hage Jamall; Chief Opns. Officer: David A. Thompson; Nat'l Sales Dir.: Connie Bambace; Dir., Mktg.: Gary Moore. Label(s): (Owned) Justice.

## K

**KMA Records**, 2301 W. 59th St., Los Angeles, CA, 90043, (213) 294-7286. Fax: (213) 291-7709. Pres.: Johnno Waller; Vice Pres.: Horace Hall; Sec.: Sierra Sweet. Label(s): (Owned) KMA.

**KRC Productions**, HC 73, PO Box 5060, Harold, KY, 41635, (606) 478-2169. Fax: (606) 478-2169. Pres.: Keith R. Carter; Vice Pres.: Kimberly K. Carter. Label(s): (Owned) KRC.

**KRC Records**, PO Box 615, Gardena, CA, 90248, (310) 323-4671. Gen. Mgr.: Paulina V. Kucij; Composer/Pianist: Timothy M. Kucij. US Reps.: RCI Records (TN).

**KTel Int'l (USA), Inc.**, 15535 Medina Rd., Plymouth, MN, 55447, (612) 559-6800. Pres.: Mickey Elfenbein; Vice Pres., Sales: Dennis Hoefer; Vice Pres., Bus. Affairs: Mary Kuehn; Dir., Pdct. Devel.: Steve Wilson; Mgr., Nat'l Promo: Bill Hallquist. Office(s): 540 Brookmill Rd., Oakville, ON, L6J 5K5, Canada, (905) 338-3380, Managing Dir.: Ian Howard; Saynaslahdentie 18, Helsinki, 00560, Finland, 35807571522. Fax: 3580790653, Managing Dir.: Jorma Kosonen; Max-Planck-Str. 34, Karben 1, W-61184, Germany, 49603999990, Fax: 49603999933, Managing Dir.: Conni Stephan; 30/32 Sir John Rogersons Quay, Dublin, 2, Ireland, 35316790667, Fax: 35316790668, Managing Dir.: Sharon Browne; PO Box 47-318, Ponsonby, Auckland, New Zealand, 6493787561, Fax: 6493780452, Managing Dir.: Diana Creighton; Windmill Ct., 192 Windmill Ln., Greenford, Middlesex, UB6 9DW, United Kingdom, 44815666789, Fax: 44815752264, Managing Dir.: Pat Broderick; Paseo La Habana 33, Entreplanta 1, Madrid, 28036, Spain, 3415640327, Fax: 3415644828, Managing Dir.: Jeff Posner; 20-22 Rue Louis Armand, Paris, 75015, France, 33144252615, Fax: 33144252630, Managing Dir.: Sylvia Mouradian. Label(s): (Owned) K-Tel, (Distributed) A.J.K. Music, Arrival, Cold Front, Crush Music, Dominion, Era, Headfirst, Increase, Noveau.

**Kaizan Music**, 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: John "Kaizan" Neptune; Vice Pres. A&R: Jeffrey Jacobson. Label(s): (Owned) Kaizan.

**Kansa Records Corp.**, 116 Countrywood Dr., Lebanon, TN, 37087, (615) 444-3865. Pres.: Chet Johnson; Gen. Mgr./A&R: Sec.: Kit Johnson. Label(s): (Owned) Kan II, Kansa, Sunflower, (Distributed) Heritage.

**Allan Kaplan Enterprises**, #6 Parkview Circle, Corte Madera, CA, 94925, (415) 927-7757. Fax: (415) 927-4637. Pres.: Allan Kaplan; Associate: Bill Horwedel.

**Kaupp Records**, 12112 Norman Ave., Stockton, CA, 95215, (209) 948-8186. Fax: (209) 942-2163. Pres.: Nancy L. Merrihew; Vice Pres.: Robert Merrihew; Mktg./Sales: Rick L. Webb; A&R Coord.: Kristy Ledford. Label(s): (Owned) Kaupp. US Reps.: Cal-Centron (CA).

**Kennett Sound Studios, Inc.**, 2000 S. Bypass, Kennett, MO, 63857, (314) 886-2995. Pres.: Joe Keene. Label(s): (Owned) KSS.

**Kerville Music Foundation, Inc.**, 5600 Medina Hwy., Quiet Valley Ranch, Kerville, TX, 78028, (210) 257-3600. Fax: (210) 257-8680. Exec. Dir./Producer: Rod Kennedy; Sec./Treasurer: Andrea LedBlanc; Recording Engineer: Pedro Gotierrez. Label(s): (Owned) Kerville Folk Festival.

**Kid-Fun Productions**, 10733 Debra Ave., Granada Hills, CA, 91344, (818) 368-4660. Owner: Cindy Karubian.

**Kidoodle Music**, 203 Abbott Glen Ct., Nashville, TN, 37215, (615) 292-9459. Fax: (615) 292-7351. CEO: Dennis Scott. Label(s): (Owned) Act IV Music, Kidoodle Music, Dennis Scott Productions.

**Kind Crone Productions**, 582 Eldora Rd., Pasadena, CA, 91104, (818) 797-6817. Fax: (818) 797-6817. Pres.: Milbre Burch; Asst.: Marsha Parkhill.

**King of Kings Int'l Records (Assoc. w/Bell Record Int'l)**, 38603 Sage Tree St., Palmdale, CA, 93551, Pres.: LeRoy Pritchett; Gen. Mgr.: Harold Dunklin; Pro. Mgr. A&R/Rec'd Artist: Charles Vickers; Head Sec.: Loris Lee Doby. Label(s): (Owned) Bell Record Int'l, King Of Kings, King Of Kings Int'l.

**King's Music Records, Inc.**, PO Box 4813, Wilmington, NC, 28406, (919) 762-7172. Fax: (919) 762-7043. Pres./Owner: Jimmy Entwistle; Promo. Dir.: Roxann Cowan. Label(s): (Owned) King's Music. US Reps.: City Hall (CA); RAS Record (MO). Int'l Reps.: Semaphore (The Netherlands).

**Sid Kleiner Music Enterprises**, 10188 Winter View Dr., Naples, FL, 33942, (813) 566-7701. Fax: (813) 566-7702. Pres.: Sid Kleiner; Vice Pres.: Trudy Kleiner; A&R Mgr.: Mark Kleiner; Mktg. Mgr.: David Kleiner. Label(s): (Owned) Bliss, Country King, Musi-Poe, This Is It, Top-Star.

**Klick Records**, PO Box 527122, Flushing, NY, 11352, (917) 290-6083. Pres.: Larry F. Liao; Vice Pres., Publicity: Kathy Li; A&R Dir.: Leonard Liao; Dir., Pub. Rel.: Jose Chiu. Label(s): (Owned) Fortune.

**Known Artist Records & Promotions**, PO Box 1304, Brewton, AL, 36427, (205) 867-2228. Pres.: Roy Edwards; Mgr.: Shannon Edwards; A&R: Gus Grice. Label(s): (Owned) Bolivia, Known Artist.

**Koala Bear Int'l**, 5173 Roxborough Dr., Hermitage, TN, 37076, (615) 883-4777. Dir.: Mark Weisman; Mgr., Mktg./Admin.: Diana Weisman. Label(s): (Owned) KBI, Koala Bear.

**Koala Records, Inc.**, 6513 S. Broadway, Los Angeles, CA, 90003, (213) 750-0436. Pres./Treas.: Irv Kessler; Vice Pres./Sec.: Mary Kessler. Label(s): (Owned) Deep Roots, Koala, Lamb & Lion Country, (Distributed) Lamb & Lion.

**Koch Int'l L.P.**, 177 Cautique Rock Rd., Westbury, NY, 11590, (516) 938-8080. Fax: (516) 938-8055. Pres.: Michael Koch; Vice Pres., Sales/Mktg.: Michael Rosenberg; Exec. Vice Pres.: Liz Jones; Dir., A&R: Barry Feldman. Label(s): (Owned) Koch Int'l, Koch Int'l Classics, Koch Schwann, (Distributed) Shanachie, Yazoo.

**Carole Koenig/Music on the Hammered Dulcimer**, 42223 Village 42, Camarillo, CA, 93012, (805) 987-8484. Contact: Carole Koenig. Label(s): (Owned) Music on the Hammered Dulcimer. US Reps.: Music Design (WI).

**Kool Breeze Records**, PO Box 120, Loxahatchee, FL, 33470, (407) 795-4232. Exec. Dir.: Kevin M. Reeves; Gen. Mgr.: Debbie S. Reeves. US Reps.: Rustron Music Dist. (FL).

**Koss Classics**, 4129 N. Port Washington Ave., Milwaukee, WI, 53212, (414) 964-5000. Fax: (414) 964-8615. Pres./CEO: Michael J. Koss; Vice Pres., Sales: John Koss, Jr.; Dir., Pdct. Devel./Mktg.: Jill McCurdy; Pub. Rel. Coord.: Cameryne Roberts. Label(s): (Owned) Koss Classics. US Reps.: Albany Record Dist. (NY).

**Kracken Sounds, Inc.**, 10438 W. McNichols, Detroit, MI, 48221, (313) 345-7740. Fax: (313) 345-7550. CEO/Chrmn.: Bob McPherson; COO/Pres.: Frank Lovejoy; Controller: Oscar Woodward; Vice Pres. A&R: Darrell Robinson. Label(s): (Owned) Chattle, Int'l, Kracken. US Reps.: Carlin Co. (MI).

**Kranky**, 3058 N. Glybourn Ave., Chicago, IL, 60618, (312) 935-5683. Pres.: Joel Leoschke; Vice Pres., Mktg.: Bruce Adams.

**Krypton Records**, 3613 Harvey Lk. Rd., Highland, MI, 48357, Owner: Dennis Cyporyn.

**Krysdahlark Music, Inc.**, 447 Missouri Ave., Cincinnati, OH, 45226, (513) 871-4470. Fax: (513) 533-3944. Pres./CEO/Exec. Producer: Jeff Kryz; Producer, NY: Chris Dahlgren; Producer: William Larkin IV. Label(s): (Owned) Four Corners, Krysdahlark.

## L

**LBI**, PO Box 328, Jericho, VT, 05465, (802) 899-3787. Pres.: Bobby Hackney. Label(s): (Owned) LBI, Word of Mouth.



LOA, 180 Varick St., 14th Floor, New York City, NY, 10014, (212) 675-7168. Fax: (212) 675-6847. Pres.: John Matarazzo; Label Dir.: Robert Soares.  
Label(s): (Owned) LOA.

LRC Ltd., 16 Montrose Pl., Melville, NY, 11747, (516) 643-9259. Fax: (516) 491-4457. Pres.: Sonny Lester; Vice Pres.: Dan Lester.  
Label(s): (Owned) LRC.

LaVal Records, 1327 Cobb St., Kalamazoo, MI, 49007, (616) 342-5328. Owner: Vic La Val.  
Label(s): (Owned) La Val.

Lois LaFond & Co., PO Box 4712, Boulder, CO, 80306, (303) 388-4551. Owner: Lois LaFond.

LaFace Records, 10 W. 19th St., 9th Floor, New York, NY, 10011, (212) 924-0020. Fax: (212) 924-5454.

Lamar Music Co., 104 Pearsall Dr., Mt. Vernon, NY, 10552, (914) 668-0383. Fax: (914) 668-3119. Pres.: Darlene Barkley; Dir.: Vernon Wilson; Asst. Dir.: Darrell Mouzon.

Lamon Records, 2642 Shelburne Pl., Charlotte, NC, 28227, (704) 573-8999. Fax: (704) 545-1940. CEO: Dwight L. Moody; A&R: David Moody; Mktg: Mike Evans.  
Label(s): (Owned) Lamon, Panhandle, (Distributed) Antler, Colonial.

Landmark Communications Group, PO Box 1444, Hendersonville, TN, 37077, (615) 264-2765. Fax: (615) 868-0419. Vice Pres., Admin.: Gail Score; Vice Pres., Assoc. Labels: Dr. Harry Yates.  
Label(s): (Owned) Landmark, (Distributed) Jana.

Landslide Records, Inc., 1800 Peachtree St. NW (333), Atlanta, GA, 30309, (404) 355-5580. Fax: (404) 351-2786. Pres.: Michael Rothschild.  
Label(s): (Owned) Landslide.  
US Reps.: Rock Bottom, Inc. (GA).

Lanor Records, 329 N. Main St., Church Point, LA, 70525, (318) 684-2176. Fax: (318) 684-2176. Owner: Lee Lavergne.  
Label(s): (Owned) Lanor.

Lark Records, Inc., 4815 S. Harvard, Ste. 520, Tulsa, OK, 74135, (918) 749-1647. Fax: (918) 749-1697. Label(s): (Owned) Lark.

Latin Star Productions, 214 Gates Ave., Jersey City, NJ, 07305, (201) 451-4947. Pres.: Glen Vargas.  
Label(s): (Owned) Latin Star, (Distributed) W.G. Int'l.

Laughing Hyena, 12125 Goddard Ave., Overland Park, KS, 66213, (913) 681-1100. Pres.: Arnie Hoffman.  
Label(s): (Owned) Laughing Hyena.

Laughing Stock Records, 16 Sycamore Ave., Larkspur, CA, 94939, (415) 924-7814. Fax: (415) 927-3002. Owner: Elmo Shropshire; Gen. Mgr.: Valerie Adell.  
US Reps.: Action Music (OH); City Hall (CA); Paul Starr Dist. (MN); Rock Bottom (GA); Sight & Sound (OR).

LaVal Records, 1327 Cobb St., Kalamazoo, MI, 49007, (616) 342-5328. Owner: Vic LaVal.  
Label(s): (Owned) LaVal, Vic.

Le Cam Records, PO Box 11152, Fort Worth, TX, 76110, Pres.: Major Bill Smith.  
Label(s): (Owned) Chxsti, Le Cam, Memphis Mystery.

LeFrak-Moelis Records, 40 W. 57th St., Ste. 1510, New York, NY, 10019, (212) 586-3600. Fax: (212) 307-7027. Pres.: Herb Moelis; Vice Pres./Mktg.: Randi Kantor; Vice Pres., Opns.: Larry Moelis; Dir., Bus. Affairs: Stephen Moelis.  
Label(s): (Owned) LMR Street, Saja, Tropical.

Legrand Records Int'l, 5736 Shenandoah Ave., Norfolk, VA, 23509, (804) 623-5565. Fax: (804) 640-1402. Pres.: Frank J. Guida; Vice Pres.: Joseph F. Guida; Treasurer: Millie Guida; Dir. Mktg.: Rosetta Burns.  
Label(s): (Owned) Norfolk Int'l, Peanut Country, S.P.Q.R., Soap Opera.

Int'l Reps.: Ace, Tring (UK).

Legs Label Records, 825 Fifth St., Menasha, WI, 54952, (414) 725-4467. Exec. Pres.: Lori Lee Woods; Promos.: Jean M. Wilson; Vice Pres. A&R: Rebekah A. Pierce.  
Label(s): (Owned) Legs, Sand Dollar.

Leonarda Productions, Inc., PO Box 1736, New York, NY, 10025, (212) 666-7697. Fax: (212) 662-0210. Exec. Dir./Producer: Marlene Hall.  
Label(s): (Owned) Leonarda.  
US Reps.: Albany Music Dist. (NY).

Int'l Reps.: WRPM (United Kingdom); Lavial (Belgium).

Let It Ring Records, PO Box 241, Weare, NH, 03281, (603) 529-1143. CEO: Peter Morin; Dir., Mktg/Promos.: Donna Raddal.

Leviathan Records, PO Box 745, Tyrone, GA, 30290, (404) 463-1009. Fax: (404) 463-8646. Pres.: Steve McClure; Gen. Mgr.: David T. Chastain.  
Label(s): (Owned) Leviathan, (Distributed) Black Dragon, Marshall, Mascot.

US Reps.: Navarre (MN); Action (OH); Select O Hits (TN).

Liberty Records, 3322 West End Ave., 11th Floor, Nashville, TN, 37203, (615) 269-2000. Fax: (615) 269-2059. Pres./CEO: Jimmy Bowen; Gen. Mgr.: Bruce Greenberg; Vice Pres., Mktg/Sales: Bob Freese; Vice Pres., A&R: Renee Bell; Vice Pres., Int'l: Cindy Wilson.  
Label(s): (Owned) Liberty.

Library of Congress Broadcasting & Recorded Sound Div., 101 Independence Ave. SE, Washington, DC, 20540, (202) 707-5705. Fax: (202) 707-2371. Public Services Coord.: Dina T. Fleming.  
Label(s): (Owned) L.C. "Folk Recordings" Series, L.C. "Historical Perf." Series, L.C. "Our Music Past" Series, (Distributed) Koch Int'l.

Lifesong Records, PO Box 5807, Englewood, NJ, 07631, (212) 319-4000. Fax: (212) 688-7476. Pres.: Philip Kurnit; Vice Pres.: Terry Cashman; Vice Pres.: Tommy West.  
Label(s): (Owned) Lifesong.

Lift Him Up Music, 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Paul Ferrar; Vice Pres. A&R: Jeffrey E. Jacobson.  
Label(s): (Owned) Praise.

Lightyear Entertainment, 350 Fifth Ave., Ste. 5101, New York, NY, 10118, (212) 563-4610. Fax: (212) 563-1932. Pres.: Arne Holland; Vice Pres., A&R/Producer: Joshua Greene; Vice Pres., Sales/Mktg.: Don Spielvogel.  
US Reps.: BMG Music (NY).

Lillenas Publishing Co., 2923 Troost Ave., Kansas City, MO, 64109, (816) 931-1900. Fax: (816) 753-4071. Dir.: Harlan Moore; Mktg.: John Mathias.  
Label(s): (Owned) Crystal Sea, Lillenas.

Limited Potential Records, 1327 W. North Shore, Unit 3S, Chicago, IL, 60626, (312) 764-9636. Fax: (312) 764-8727. Pres./Head, A&R: Mike Potential; Retail Sales: Nan Warsaw; Publicity Dir.: Hannah Altchison.  
US Reps.: Dutch East India Trading (NY).

Lincoln Records, 23 Valentine St., Cambridge, MA, 02139, (617) 491-7780. Pres.: John Lincoln Wright.  
Label(s): (Owned) Lincoln.  
US Reps.: Northeastern (MA).

Lindberg Records, 1445 Sunset Ridge Rd., Glenview, IL, 60025, (708) 729-2047. Fax: (708) 729-2059. Pres.: Sven Lindberg; Vice Pres., Mktg.: Frank Littlewolf; Int'l Dir.: Bjorg Larsen; A&R Dir.: Sanford Thrace.  
Label(s): (Owned) Danskisk, Disc 'N' Dat, Norskisk, Scandinavian, Svenskisk.

Link Records, 121 W. 27th St., Ste. 401, New York, NY, 10001, Pres.: Andrew Kipnes; A&R/Artist Devel.: Heather Hawkins.

Lion Hunter Music, PO Box 11078, Anchorage, AK, 99511, (907) 349-2456. Pres.: Dave Connett; Vice Pres. A&R: Clive Lock.  
Label(s): (Owned) Lion Hunter Music, (Distributed) Midi Busker.  
Int'l Reps.: Station Records (UK).

Life Album Publishing Co., 2260 El Cajon Blvd., Ste. 161, San Diego, CA, 92104, (619) 984-0811. Fax: (619) 295-5036. Pres.: D. Rivers.  
Label(s): (Owned) New Style, (Distributed) Frog Work.

Little Giant Records, Jaketown Rd., White Lake, NY, 12786, (914) 482-5946. Pres.: Mickey Barnett; Mgr., A&R: Mike Pell.  
Label(s): (Owned) Beechwood, Killer, Little Giant, School Days.

Living Music Records, Inc., PO Box 72, Litchfield, CT, 06759, (203) 567-8796. Fax: (203) 567-4276. Pres.: Paul Winter; Promos.: Chantal Harris.  
Office(s): 155 W. 72nd St., Ste. 706, New York, NY, 10023, (212) 595-5272. Fax: (212) 496-0254. Gen. Mgr.: Paul Schulman.  
Label(s): (Owned) Living Music.  
US Reps.: REP Co. (MN).

Int'l Reps.: JVC/Victor Entertainment (Japan); Distribution Fusion (Canada).

Loadstone Record & Music Co., 163 Orizaba Ave., San Francisco, CA, 94132, (415) 334-2247. Pres./Gen. Mgr.: Walter C. Stone; Regional Promo: Lillie C. Moore; Local Promo: Goyotte Williams.  
Label(s): (Owned) Loadstone, Lock, Open.  
US Reps.: California Record Dist. (CA); Baker & Taylor Video (IL); Floyd's Wholesale (LA); Bib Dist. Co. (NC).

LobeCandy Records, 7514 Girard Ave., Ste. 1-440, La Jolla, CA, 92037, (619) 551-9571. Contact: Sue Boyer; Contact: Gen Kiyooka.

London Records, 825 Eighth Ave., New York, NY, 10019, (212) 333-8000. Fax: (212) 333-8030. Pres.: Peter Koepke; Vice Pres.: Russ Rieger; Vice Pres., A&R: Lorie Harbrough.  
Label(s): (Owned) FFRF, (Distributed) Go!Discs, Next Plateau, Payday.

Los Hermanos Records, 2504 21st St., Ste. #4, Sacramento, CA, 95818, (916) 991-0991. Pres.: Bruce Hicks; A&R: Greg Humphrey; Vice Pres.: Jerry Hicks.

La Louisianne Records, 711 Stevenson St., Lafayette, LA, 70501, (318) 234-5577. Fax: (318) 233-2595. Owner/Mgr.: David M. Rachou.  
Label(s): (Owned) Belle, La Louisianne, Tamm.

Love Records (Div. of Random Enterprises, Inc.), 825 Madison Ave., Ste. 3R, New York City, NY, 10021, (212) 734-4000, (212) 288-6000. Fax: (718) 892-3246. Pres.: Savina Hartwell; Mktg/Sales Vice Pres.: Alan Hartwell; Publicity/Promo: Allison Hartwell; Dir., A&R: Mike Nerlino; PR Assoc. (Southern): DeAnne Swinney; PR Assoc. (North Eastern): Laura Hurley; PR Assoc. (New England): Angela Decker; PR Assoc. (Mid-Western): Dino Schiada.  
Label(s): (Owned) Boots, IMC, Random, Rave, Sylvania, (Distributed) Century 21, Solid Brass.

US Reps.: Int'l Mktg. & Commun. Corp. (NH).

Low-Flying Angels Music (c/o Jacobson & Colfin, P.C.), 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Beth Travers.  
Label(s): (Owned) Low Flying.

Lowery Music Co., Inc., 3051 Clairmont Rd. NE, Atlanta, GA, 30329, (404) 325-0632. Fax: (404) 325-1075. Pres.: Bill Lowery; Southern Tracks Pres.: Butch Lowery; Foreign Correspondence: Beileen Beahy; Country Promos.: Wade Pepper.  
Label(s): (Owned) Southern Tracks.

Luaka Bop, PO Box 652, Cooper St., New York, NY, 10276, (212) 255-2714. Fax: (212) 255-3809. CEO: David Byrne; Chrmn: David Byrne; Pres.: Yale Evelev; Mgr.: Heather Higgins; Mgr.: N. Egan.

Lucifer Records, Inc., PO Box 263, Brigantine, NJ, 08203, (609) 266-2623. Pres.: Ron Luciano; Vice Pres./Treasurer: Dana Luciano; Vice Pres./A&R: Jerry Denton.

Label(s): (Owned) Cypher, Lucifer, (Distributed) Denton, Fisher, TVA.

Lucky Seven Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Terry Manning.  
US Reps.: Rounder Records (MA).

Luke Records, Inc., 8400 NE Second Ave., Miami, FL, 33138, (305) 757-1969. Fax: (305) 757-3456. Pres./Owner: Luther Campbell.  
Label(s): (Owned) Effect, Luke, Skyline, (Distributed) Crew-La Poo, Nautica.

Lumina Records, Inc., 2890 Carpenter Rd., Ste. 1100, Ann Arbor, MI, 48108, Fax: (313) 667-8305. Pres.: Phil Copeland; Contact: Steve Fair.

Luna Music Corp./Fonovisa, 1200 W. Venice Ave., B1, Los Angeles, CA, 90006, (213) 745-6224. Fax: (213) 745-7577. Pres.: Abel De Luna; Gen. Mgr.: Arelia Garcia; Admin.: Oscar Burga.  
Label(s): (Owned) Jupiter, Luna Music, Saturno.  
US Reps.: Fonovisa, Inc. (CA).

Jack Lynch Music Group, 306 Millwood Dr., Nashville, TN, 37217, (615) 366-9999. CEO: Col. J.D. Lynch.  
Label(s): (Owned) Jaly, Nashville Bluegrass, Nashville Country.

Lyric Distribution, Inc., 18 Madison Ave., Hicksville, NY, 11801, (516) 932-5503, (800) 325-9742. Fax: (516) 932-5514. Pres.: Ed Rosen; Vice Pres. A&R: Steven Striffler; Prodn. Mgr.: Wilham DePeter.  
Label(s): (Owned) Biography in Music, Historical Recordings, Legato Classics, Standing Room Only, (Distributed) Nightingale Classics, Opera Rara.

Lyrichord Discs, Inc., 141 Perry St., New York, NY, 10014, (212) 929-8234. Fax: (212) 929-8245. Pres.: Nick Fritsch; Mktg. Promo: Julia Lee Prospero; Office Mgr.: K. Kinsella.  
Label(s): (Owned) Lyrichord, Lyrichord Early Music Series.  
US Reps.: Koch Int'l (NY).

Int'l Reps.: CM Dist. (UK); DAM (France); Bellaphone (Germany); Music Consort (Switzerland); Ird (Italy); Neodisk (Greece).

## M

MAR Int'l, 417 E. Main St., Stockton, CA, 95202, (209) 462-1389. Fax: (209) 462-8390. Contact: Marita Sanchez.

M/Art Music, PO Box 855, Fort Lee, NJ, 07024, (201) 224-0941. Dir.: Fred Jacobs.  
Label(s): (Owned) M/Art.  
US Reps.: Twinbrook, North Country (NY).

MCA Records, 70 Universal City Plz., Universal City, CA, 91608, (818) 777-4056. Chrmn/Vice Pres.: Alvin N. Teller; Exec. Vice Pres./COO: Zachary Horowitz; Pres., MCA Rec.: Richard Palmese; Pres., Black Music Div.: Ernie Singleton; Exec. Vice Pres.: Ron Oberman; Exec. Vice Pres., Mktg.: Randy Miller; Sr. Vice Pres., Pub. Rel.: Paula Batson; Vice Pres., Pre-Prodn.: Toi Moritomo; Vice Pres., Dance/Crossover Promo: Bobby Shaw.  
Office(s): 5275 Triangle Pkwy., Ste. 100, Atlanta, GA, 30092, (404) 447-6405. Fax: (404) 263-8132; 100 N. First St., 4th Floor, Burbank, CA, 91502, (818) 845-0365, Fax: (818) 845-2564; 1501 LBJ Frwy., Ste. 550, Dallas, TX, 75234, (214) 484-3001, Fax: (214) 484-0026; 4530 W. 77th St., Ste. 220, Edina, MN, 55435, (612) 835-6020, Fax: (612) 835-0795; 3677 Miad Cr., Memphis, TN, 38118, (800) 843-3677, Fax: (901) 366-1135; 4910 Longley Ln., Ste. 102, Reno, NV, 89502, (702) 827-8882, Fax: (702) 826-5577; 1755 Broadway, 8th Floor, New York, NY, 10019, (212) 841-8000; 201 Edgewater Dr., Ste. 261, Wakefield, MA, 01890, (617) 245-0509, Fax: (617) 245-9691; 975 Hawthorne, Itasca, IL, 60143, (708) 285-1700, Fax: (708) 285-1720; 2450 Victoria Park Ave., Willode, ON, M2J 4A2, Canada, (416) 491-3000, Fax: (416) 490-7519, Contact: Ross Reynolds; 3031 Viking Way, Ste. 103, Richmond, BC, V6V 1W1, Canada, (604) 273-7797, Fax: (604) 273-7735, Contact: Bill Balt; 1121 Centra St. N., Ste. 310, Calgary, AB, T2E 7K8, Canada, (403) 230-3991, Fax: (403) 230-2131, Contact: Terry McArthur; 201-173 McDermott Ave., E., Winnipeg, MB, R5B 0S1, Canada, (204) 943-3323, Fax: (204) 947-2720.  
Label(s): (Distributed) Bon Ami, Chess, Coral, DGC, Decca, Dot, GRP, Gasoline Alley, Geffen, Impact, Impulse, MCA Classics, MCA/Curb, MCA/IRS, MCA, Margaritaville, Narada, Radioactive, Reunion, Silas, Sona Gaia, Soul, Stretch, Uni, Uptown, Varese Sarabande, Vocalion.  
US Reps.: BMG Dist. (NY).

MCA Records Nashville, 60 Music Sq. E., Nashville, TN, 37203, (615) 244-8944, (615) 880-7346. Fax: (615) 880-7447. Pres.: Tony Brown; Vice Pres. Nat'l Promo: Scott Borchetta; Vice Pres., Prod./Creative Servs.: Katie Gillon; Dir., A&R Admin.: Julie Pat Ballweg; Dir., Adv./Creative Mktg.: Stephen McCord; Dir., Prod./Creative Servs.: Mary Ann Daniel.

MCI Entertainment (Div. of Matsuo Communications Int'l PLC), 10 Universal City Plz., Ste. 830, Universal City, CA, 91608, (818) 506-8533. Fax: (818) 506-8534. CIO: Jaeson St. James Jarrett; Pres./COO: Santonio R. Scotti; Exec. Vice Pres., Bus. Aff.: Edward J. Carnahan; Vice Pres., Mfg./Dist./Sales: John Boren; Vice Pres., A&R/Prodn.: Jim Sellavain.  
Label(s): (Owned) Bouvier, Credence, PPL, (Distributed) Home, Oaktree, Razor Sharp.

M.I.R.A.-Mirage Independent Records Associates, PO Box 24134, Cincinnati, OH, 45224, (513) 681-6352. Fax: (513) 681-4245. CEO: A.J. Ibold, Jr.; Vice Pres.: Thomas Class; Dir., A&R: Bob Sutton.  
Label(s): (Owned) M.I.R.A.



**MMO Music Group/Pocket Songs**, 50 Executive Blvd., Elmsford, NY, 10523, (800) 669-7464. Fax: (914) 592-3116. CEO: Irv Kratka; Pres.: Dave Kratka; Adv./Publicity Mgr.: Neil Mednick; Sales Mgr.: Jeff Miller.  
Label(s): (Owned) Music Minus One, Pocket Songs, Right Tracks, Screen Tracks CD + G, (Distributed) Tip Top Karaoke VHS, Tip Top Karaoke CD + G, Tip Top Karaoke Laser Discs.

**MOR Records**, 17596 Corbel Ct., San Diego, CA, 92128, (619) 485-1550. Fax: (619) 485-1883. Pres./Owner/Prod.: Stuart L. Glassman; Engineer: Dan Milner.  
Label(s): (Owned) MOR, MOR Country, MOR Jazz.

**MSK Productions, Inc.**, 15401 Tireman Ave., Dearborn, MI, 48126, (313) 581-8100. Pres.: Chet Kajeski.  
Label(s): (Owned) Dearborn, Leprechaun, M-S, MSK.

**Macola Record Group, Inc.**, 8831 Sunset Blvd., Ste. 202, West Hollywood, CA, 90069, (310) 659-6036. Fax: (310) 659-6039. Pres.: Donald MacMillan; Opns. Mgr.: James Takeda.  
Label(s): (Owned) Macola, (Distributed) Citizen Swing, Hootlum, Invincible, Music Box Dancer, Pacific Inland, Techno Hop.  
US Reps.: Navarre (MN).

**Maggie's Music, Inc.**, PO Box 4144, Annapolis, MD, 21403, (410) 268-3394. Fax: (410) 267-7061. Pres./A&R: Maggie Sansone; Vice Pres./Opns. Mgr.: Richard Crenshaw; Promo: Connie McKenna.  
Label(s): (Owned) Maggie's Music.  
US Reps.: Music Design (WI); Distrib. No. America (MA); Bayside (CA); New Leaf (GA); Silo (VT).

**Magic Music Productions, Inc.**, 1409 Roper Mountain Rd., #225, Greenville, SC, 29615, (803) 676-9314. Gen. Mgr.: Judy Pandolfi.

**Majera Records**, 240 E. Radcliffe Dr., Claremont, CA, 91711, (714) 624-0677. Pres.: Gary K. Buckley.

**Makedwe Records**, 10558 Arwood Rd., Lake View Terrace, CA, 91342, (818) 890-0730, (818) 890-0977. Fax: (818) 899-4457. Pres.: Marion Coleman; CEO/Opns. Mgr.: Joe Jones, Sr.; Mgr. of A&R: Dwayne Jones.  
Label(s): (Owned) Coleman, Detra, Marion, Trell.

**Malaco Records**, 3023 W. Northside Dr., Jackson, MS, 39213, (601) 982-4522. Fax: (601) 982-4528. Pres.: Thomas J. Couch; Vice Pres.: Wolf Stephenson; Dir. Bus. Aff.: Stewart Madison.  
Label(s): (Owned) Malaco, Savoy, Waldoxy, (Distributed) Muscle Shoals, Onyx.  
Int'l Reps.: Koch Int'l (Germany).

**Malaco/Savoy Records & Music Group**, 1102 17th Ave. S., Ste. 303, Nashville, TN, 37212, (615) 327-0440. Fax: (615) 329-3964. Vice Pres., Nashville Opns. Bill Isaacs; Dir., Publishing: Betty Jo Fowler; Dir., Creative Servs.: Steve Pope.

**Mammoth Records**, Carr Mill, 2nd Floor, Carboro, NC, 27510, Pres.: Jay Faires; Label Mgr. (Mammoth): Steve Balcon; Label Mgr. (Mammoth): Chris Sawin.  
Label(s): (Distributed) Atlantic, Relativity.  
US Reps.: RED (NY); WEA (PA).

**Int'l Reps.: Real Time (UK); Mushroom (Australia); Alfa Records (Japan); Pony Canyon (Singapore); Altic (Canada).**

**Mandala Records**, 60 Sunburst Dr., Rocky Point, NY, 11778, (516) 744-9810. Fax: (516) 821-4041. CEO: Louis Lofredo; A&R Dir.: Louis Lofredo III; Vice Pres., Mktg.: Adam Lofredo.

**Manhattan Center Records**, 311 W. 34th St., New York, NY, 10001, (212) 779-7740. Fax: (212) 465-2367.

**Manny Music, Inc.**, 2035 Pleasanton Rd., San Antonio, TX, 78221, (210) 923-8585. Fax: (210) 924-3338. Pres.: Manny R. Guerra; Promotional Dir.: Miguel Hernandez; Sound Tech.: Brian "Red" Moore; Graphics: Rene Guerra; Publishing/A&R: Pete Rodriguez.  
Label(s): (Owned) AMS, Manny.  
US Reps.: WEA Latina (CA).

**Mapleshade**, 2301 Crain Hwy., Upper Marlboro, MD, 20772, (301) 627-0525. Fax: (301) 627-4136. Pres.: Pierre Sprey; Mktg. Dir.: Rick Hallock; Music Dir.: Larry Willis.

**Mardi Gras Records, Inc.**, 3331 St. Charles Ave., New Orleans, LA, 70115, (504) 895-0441. Pres.: Warren Hildebrand.

**Margaritaville Records, Inc.**, 54 Music Sq. E., Ste. 303, Nashville, TN, 37203, (615) 726-2899. Fax: (615) 726-2897. Pres.: Bob Mercer; Office Mgr.: Sam Knight; A&R: Mike Utley; Creative Dir.: Shellie Erwin.

**John Marks Records**, 19 Wright Ave., Wakefield, RI, 02879, (401) 782-6298. Fax: (401) 351-3914. Owner: John Marks.  
Label(s): (Owned) John Marks Records.  
US Reps.: Allegro (OR).

**Int'l Reps.: Allegro (Canada); Connaissance Musik (Germany, Belgium, Luxembourg, The Netherlands); Shun Cheong (Hong Kong, Singapore, Malaysia, Thailand); Sound and Music (Italy); Immutable Music (Japan); Samjoo Korea (Korea); Svalander Audio (Sweden); Record May Audio (U.K., Ireland); Rare & Audiophile (Switzerland).**

**Marvelle Music Co./Grass Roots Records**, PO Box 532, Malibu, CA, 90265, (213) 463-5998. Fax: (310) 457-8891. Pres.: Lee Magid.  
Label(s): (Owned) Grassroots, LMI.

**Masa Records**, 5 St. Ste. D-1-A, Park Side, Guaynabo, PR, 00958, (809) 273-6009. Fax: (809) 273-1209. Pres.: German V. Velez; Sales/Mktg.: Sandra Barbeito; Vice Pres.: Sandra Barbeito; Int'l Promo.: German Velez Forestier; Coord.: German Velez Forestier.  
Label(s): (Owned) Masa.

**Massmedia**, 828 Vista St., Pittsburgh, PA, 15212, Pres.: Jon C. Gorr.  
Label(s): (Owned) Massmedia.

**Master Grip Record Co.**, 21 Joyce St., Bloomfield, CT, 06002, (203) 242-1690. Pres.: Joseph O. Pritchett, Sr.; Sr. Vice Pres.:

Eric T. Pritchett; Dir. Mktg./Promo.: Joseph O. Pritchett, Jr.

**Master Projects, Inc.**, 387 Ivy St., San Francisco, CA, 94102, (415) 554-3720. Pres.: Daniel Jesli; Vice Pres./A&R: Udi Shanker; Mktg. Dir.: Azadeh Lumiere.  
Office(s): 2301 W. Nichols, Ste. E, Arlington Heights, IL, 60004, (312) 577-7952. Gen. Mgrs.: Ed & Mary O'Mara; 832 North 24th St., Philadelphia, PA, 19130, (312) 577-7982, Contact: Kathy Howard; PO Box 4518, Zurich, 8022, Switzerland, 011-41-361119. Fax: 011-41-361112. Dir.: Markus Schmid.  
Label(s): (Owned) M.PI Music Group, White Wings Int'l.

**Master-Trak Enterprises**, 413 N. Parkerson, Crowley, LA, 70526, (318) 788-0773. Fax: (318) 788-0776. Owner: J.D. Miller; Chief Engineer: Mark Miller; Engineer: Eddie Bodin.  
Label(s): (Owned) Blues Unlimited, Kajun, MTE, Master-Trak, Part, Showtime.

**Max Entertainment, Inc.**, 1501 Broadway, Ste. 1314B, New York, NY, 10036, (212) 730-7160. Fax: (212) 730-7210. Pres.: Michael Weiss; Vice Pres.: Sam Weiss; Promo: Nick Eisenman.  
Label(s): (Owned) Nervous, SAM, Sorted, Strapped, Weeded, Wreck.  
US Reps.: Max Entertainment, Inc. (NY).

**Maxem Productions, Inc.**, 14104 Forest Ridge Dr., North Potomac, MD, 20878, (301) 738-3879. Pres.: John Langworthy; Gen. Mgr.: Ron Deangelis; Vice Pres., A&R: John Langworthy.  
Label(s): (Owned) Maxem.

**Maycon Records Co.**, 5306 W. Columbia Ave., Philadelphia, PA, 19131, (215) 677-6760. Pres.: Mae Connelly; Vice Pres. Creative Serv/A&R: Earl Connelly; Promo Dir.: James Brooks.

**Tim McCabe Productions/Planet Earth Records**, 325 Rolling Rock Rd., Marietta, GA, 30067, (404) 952-2012. Fax: (404) 850-0024. Pres.: Tim McCabe; Vice Pres.: Sharyn McCabe.  
Label(s): (Owned) Planet Earth.

**McGillis Recordings**, 2895 Biscayne Blvd., Ste. 455, Miami, FL, 33137, (305) 460-3547. Pres.: Darrin McGillis.  
Office(s): Condo. Castillo del Mar, Ste. 1444, Carolina, PR, 00979, (809) 399-9179.

**Mega Int'l Records**, 2514 BuildAmerica Dr., Hampton, VA, 23666, (804) 930-1814. Pres.: Doc Holiday; Pres., A&R: Judith Guthro; Mktg./Sales Mgr.: Edward Wohanka.  
Label(s): (Owned) Everlasting Int'l, Mountain Int'l, Tug Boat Int'l.

**Megaforce Entertainment**, 210 Bridge Plaza Dr., Manalapan, NJ, 07726, (908) 972-3456. Fax: (908) 972-3443. Vice Pres., Mktg.: Gary Waldman; Video Promo: John Warden; Dir., Publicity/A&R: Maria Ferrero; Publicity: Michael Mazur; Retail: Mike Buckman.  
Label(s): (Owned) Megaforce.  
US Reps.: Polygram Group Dist. (USA).

**Int'l Reps.: A & M (Canada); Polystar (Japan); Music for Nations (Europe).**

**Megatone Records, Inc.**, 7095 Hollywood Blvd. # 349, Los Angeles, CA, 90028, (213) 850-5400, (415) 621-7475. Fax: (213) 467-3477. Chrmn.: John Hedges; Pres./CEO: Terrence Brown; Vice Pres., A&R: Jack Armstrong.  
Label(s): (Owned) Megatone, (Distributed) Airwave, Mega House, MegaTech.  
US Reps.: Alliance Entertainment.

**Mem-Ten Enterprises**, 4005 Covington Pk., Memphis, TN, 38135, (901) 371-8759. Fax: (901) 386-3115. Owner/Pres./CEO: Bob Holden; Vice Pres., Prof. Mgr.: Christine Distler; Gen. Mgr.: Becky Jernigan; A&R Dir.: Bill Holden.  
Label(s): (Owned) Mem-Ten, (Distributed) Moon.

**Mercury Nashville**, 66 Music Sq. W., Nashville, TN, 37203, (615) 320-0110. Fax: (615) 327-4856. Pres.: Luke Lewis; Vice Pres., A&R: Keith Stegall; Vice Pres., Label Opns.: Robert Frank; Vice Pres., Sales/Mktg.: John Grady; Vice Pres., Publicity: Sandy Neese; Vice Pres., Promo: Anne Weaver; Dir., A&R: Carson Chamberlain.  
Label(s): (Owned) Mercury Nashville.

**Mercury/PolyGram Records**, 825 8th Ave., New York, NY, 10019, (212) 333-8000. Pres.: Alain Levy; Vice Pres., Media/Artist Rels.: Lauren Murphy; Mgr./Artist/Media Rels.: Chris Chambers.

**Meremine Productions**, 1562 First Ave., #355, New York, NY, 10028, (212) 472-7770. Fax: (212) 861-0588. Contact: Lucy James.  
Label(s): (Owned) Meremine.

**Mesa/Bluemoon Recordings Ltd.**, 209 E. Alameda Ave., Ste. 101, Burbank, CA, 91502, (818) 841-8585. Pres.: Jim Snowden; Exec. Vice Pres.: George Navul; Vice Pres., Promo: Bud Harner; Vice Pres., Mktg.: Paul Santos; Nat'l Dir., Promo: Ingrid Wilkerson; Nat'l Dir., Retail Mktg.: Rob Saslow.  
Label(s): (Owned) Bluemoon, Mesa.  
Int'l Reps.: BMG (Canada).

**Messidor**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Gotz Wornor; Label Rep.: Michael Dunford; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul.  
US Reps.: Rounder Records (MA).

**Metal Blade Records, Inc.**, 2345 Erringer Rd., Ste. 108, Simi Valley, CA, 93065, (805) 522-9111. Fax: (805) 522-9380. CEO: Brian Slagel; Pres.: Michael Foley; Vice Pres./Opns.: Tracy Vera.

**Metal Magic Records**, 2210 Raper Blvd., Arlington, TX, 76013, (817) 461-8481. Owner/Pres.: Jerry Abbott; Gen. Mgr./Mktg. Dir.: Vinnie Paul; Sales/Promo. Mgr.: Darrell Lance; Acct. Exec.: Rex Browning; Vice Pres. A&R: Vinne Paul/Darrell Lance.  
Label(s): (Owned) Cosmopolitan Country.

**Meteor Records**, 576B Goldsboro Rd. NE, Atlanta, GA, 30307, (615) 747-4565, (404) 688-0799. Vice Pres.: Hal Bishop.  
Label(s): (Owned) Meteor, Saturn.

**Metro Records**, 216 Third Ave. N., Minneapolis, MN, 55401, (612) 338-3833. Fax: (612) 338-4235. Pres.: Doug Brown; A&R Dir.: James Walsh; Staff Producer: Dale Strength; Opns.: Scott Dietsche.  
Label(s): (Owned) Mars, Metro, (Distributed) Black Pearl, Dream House, Natco.

**Metropolitan Recording Corp.**, 900 Passaic Ave., East Newark, NJ, 07029, (201) 483-8080. Fax: (201) 483-0031. Pres.: Jerry R. Salerno; Nat'l Dir., Promos: Jason McFadden; Dir., Opns.: Marcy M. Salerno.  
Label(s): (Owned) Kaleidoscope, Metropolitan, (Distributed) Empire, TG, Ti Amo, Viper.  
US Reps.: Malvern (NY); Bassin (FL); City Hall (CA).

**Metrostar Records**, PO Box 5807, Englewood, NJ, 07631, (212) 319-4000. Fax: (212) 688-7476. Gen. Mgr.: Philip Kurnit; Dir.: Terry Cashman.  
Label(s): (Owned) Metrostar.

**Dick Michaels Productions**, 11311 Audelia Rd., #283, Dallas, TX, 75243, (214) 348-4151. Pres.: Dick Michaels.  
Label(s): (Owned) High Rockets, High Sky.

**Mickey Records**, 550 Balue Ln. SE, Palm Bay, FL, 32909, (407) 723-1741. Pres.: Michael F. Matushin, Sr.  
Label(s): (Owned) Mickey.

**Midnight Int'l Records, Inc.**, PO Box 390, New York, NY, 10011, (212) 675-2768. Fax: (212) 741-7230. Pres./Sales Dir.: J.D. Martignon; Contact: Kevin Dunn.  
Label(s): (Owned) Midnight Int'l.

**Milan Entertainment, Inc.**, 1540 Broadway, 29th Floor, Ste. D, New York, NY, 10036, (212) 762-1086. Fax: (212) 762-1078. Pres./CEO: Emmanuel Chamboredon; COO/Dir. A&R: Toby Pieniek; Dir., Prod. Mgmt.: Jerri Meyer; Dir., Mktg./Promo.: John Hudson; Dir. Publicity: Peter Suci.  
US Reps.: BMG.  
Int'l Reps.: BMG.

**Miles Ahead Records**, PO Box 35449, Los Angeles, CA, 90035, (310) 281-8599. Pres.: Miles Grayson; A&R: Lerrmon Horton; Promo: Charles Marcus.

**Milestone Music Corp.**, PO Box 618, Lenox Hill Sta., New York, NY, 10021, (212) 689-0859. Pres.: B. Stone.

**Miller & Kreisel Sound Corp.**, 10391 Jefferson Blvd., Culver City, CA, 90232, (310) 204-2854. Pres.: Ken Kreisel; Exec. Vice Pres.: Charles Back; Nat'l Sales Mgr.: John Arce.  
Label(s): (Owned) RealTime, (Distributed) Perpetua.

**Minotaur Records**, PO Box 620, Redwood Estates, CA, 95044, (408) 353-1006. Exec. Dir.: Ron Dean Tomich.  
Label(s): (Owned) Minotaur.  
US Reps.: IMPS (NH).

**Miramar Productions/Recordings**, 200 Second Ave. W., Seattle, WA, 98119, (206) 284-4700. Fax: (206) 286-4433. Exec. Vice Pres.: Sean Gleason; Vice Pres., Sales/Mktg.: Russ Martin; Vice Pres., Special Pcdts: Kipp Kilpatrick; Sales/Mktg. Mgr.: Brendan Rorem.

**Mirror Records, Inc.**, 645 Titus Ave., Rochester, NY, 14617, (716) 544-9928. Pres./Treas./A&R: Armand Schaubroeck; Vice Pres./Sec.: Bruce Schaubroeck; Promo: Candy Melons.  
Label(s): (Owned) Catman, House of Guitars, Mirror.  
US Reps.: Malvern Dist. (NY); Indi Network (OH); Big State Dist. (TX); CRD (CA).

**Int'l Reps.: Cargo Records (Canada); Semaphore Dist. (Europe).**

**Mish Mash Record Co.**, PO Box 3477, Ashland, OR, 97520, (503) 482-6578. Fax: (503) 482-7569.

**Mister Wonderful Productions, Inc.**, 1730 Kennedy Rd., Louisville, KY, 40216, Pres.: Ronald C. Lewis; Vice Pres.: Jerry Green; Vice Pres./Pub. Rel. Dir.: Erma J. Bush.  
Label(s): (Owned) Wonderful.

**Mobile Fidelity Sound Lab**, 105 Morris Ln., Sebastopol, CA, 95472, (707) 829-0134. Fax: (707) 829-3746. Pres.: Herbert A. Belkin; Sr. Vice Pres. Sales: James G. Benz; Vice Pres., Finance: Les Gill.  
Label(s): (Owned) Original Master Recording, Ultradisc.  
Int'l Reps.: Shannock (Canada); In-Akustik (Germany); Top Music (Hong Kong); Sound & Music (Italy); K-Tel (France).

**Modern Blues Recordings**, PO Box 248, Pearl River, NY, 10965, (914) 735-3944. Fax: (914) 620-1737. Owner: Daniel Jacobovitch.

**Modern Voices Entertainment Ltd.**, 22 Yerk Ave., Ron Kon Koma, NY, 11779, (516) 585-5380. Fax: (516) 585-5380. Pres.: Chris Pati.

**Modern World Music**, 143 Ave. B, #5A, New York, NY, 10009, (212) 529-5881. Fax: (212) 529-5882. Gen. Mgr., Bus. Affairs: Goran Andersson; A&R, Promos: Maria Jimenez.  
Label(s): (Owned) Accord, America, Jazz Anthology.

**Moller Records**, 17176 Grand Ave., Lake Elsinore, CA, 92530, (909) 678-3137. Fax: (919) 586-1701. Exec. Producer: Glenn Moller; Mgr.: Irma Moller; A&R Coord.: Coy Lopez; A&R Dir.: Henry Moller; Int'l Promo: Steve Moller; Mktg./Sales: Irma Moller.  
Label(s): (Owned) Hotalgia, La Casita Musical, Musica Latina.  
US Reps.: Sonic (NY).

**Int'l Reps.: Crown (Japan).**

**Moment Records**, 237 Crescent Rd., San Anselmo, CA, 94960, (415) 459-6994. Fax: (415) 459-7742. Pres.: Zakir Hussain; Vice Pres.: Antonia Minnicola; Dir. of Sales/Mktg.: Anthony Hindson.  
Label(s): (Owned) Moment.

**Monitor Recordings, Inc.**, 10 Fiske Pl., Mount Vernon, NY, 10550, (914) 667-2020. Fax: (914) 667-2072. Pres., A&R: Michael Stillman; Sales/Mktg. Vice Pres.: Rose N. Rubin.



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- Label(s): (Owned) Monitor Collectors Series, Monitor Music of the World.
- Monkey Hill Records**, 804 Spain St., New Orleans, LA, 70117, (504) 944-4776. Fax: (504) 944-7053. COO: Frank Quintini; Pres.: Tripp Friedler; Promo. Dir.: Tony Poulos; Contact: Jim Ford.
- US Reps.: Ichiban (GA).
- Int'l Reps.: New Rose/FNAC, Trans/Vogue BMG (France); Hypnotic/A&M (Canada).
- Monster Music**, 274 Wattis Way, South San Francisco, CA, 94080, (415) 871-5650. Fax: (415) 871-6592. Pres.: Noel Lee; Gen. Mgr.: Thad Wharton.
- US Reps.: City Hall, Chiang Juat (CA); Twinbrook (NY); Rock Bottom (FL).
- Montuno Records**, 1470 Broadway, BMT Subway Mezzanine, New York, NY, 10036, (212) 840-0580. Fax: (212) 768-3074. Pres.: Jesse Moskowitz.
- Label(s): (Owned) Montuno, Rotel.
- Moon/Moon Records Phase III**, 3333 Scenic Hwy., Memphis, TN, 38128, (901) 386-8102. Fax: (901) 385-8568. Owner: Dana Jackson; Pres.: Cordell Jackson; Vice Pres.: Janice Jackson.
- Label(s): (Owned) Moon, Moon Phase II.
- US Reps.: Venus (NY).
- Moonfood Records**, PO Box 1109, Astor Station, Boston, MA, 02123, (617) 266-1400. Fax: (617) 247-6878. Dir.: John Voigt.
- Label(s): (Owned) Moonfood.
- US Reps.: Northcountry (NY).
- Int'l Reps.: Marginal Dist. (Canada), Karbon (Switzerland).
- Moonstone Records**, 3030 Andrita St., Los Angeles, CA, 90065, (213) 341-5959. Fax: (213) 341-5960. Pres.: Pat Siciliano; Vice Pres./Sales: Dean E. Schachtel; Publicity: Keely Dittreck; A&R/College Radio: Bill Smith.
- Moose School, Inc.**, PO Box 960, Topanga, CA, 90290, (310) 455-2318, (800) 676-5480. Fax: (310) 455-4192. CEO: Peter Alsop; Bus. Mgr.: Chris Fletcher; Inv/Sales Mgr.: Cory Thompson.
- Label(s): (Owned) Moose School.
- US Reps.: Music for Little People (CA); Silo (VT); Music Design (WI); Baker & Taylor (IL); Creative Education (MI); Community Intervention (MN).
- Morgan Creek Records**, 4000 Warner Blvd., Bldg. 76, Burbank, CA, 91522, (818) 954-4800. Fax: (818) 954-4770. Vice Pres.: Music: Mark Berger; Mgr., A&R Admin.: Michael Lanahan.
- Label(s): (Owned) Morgan Creek Music Group.
- US Reps.: PGD (NY).
- Mosaic Records, Inc.**, 35 Melrose Pl., Stamford, CT, 06902, (203) 327-7111. Fax: (203) 323-3526. Co-Chrmn.: Pres.: Charlie Lourie; Co-Chrmn.: Michael Cuscuna.
- Label(s): (Owned) Mosaic, Mosaic Editions, Mosaic Images, True Blue Music.
- Mosrite Records**, 2813 Azalea Pl., Nashville, TN, 37204, (615) 292-2047. Fax: (615) 386-9169. Pres./A&R: Andy Moseley; Vice Pres./A&R: Mark Moseley.
- Label(s): (Owned) Gospel Encounters, Marand, Mosrite.
- Mother Records**, 5159 Wheelis Dr., Ste. 10, Memphis, TN, 38117, (901) 683-1933. Fax: (901) 767-0060. Pres.: Celia McRee; Mktg. Mgr.: Ginger Tate; Promos. Mgr.: Lisa Ian.
- Motown Record Co., L.P.**, 6255 W. Sunset Blvd., Los Angeles, CA, 90028, (213) 468-3500. Fax: (213) 466-5584. CEO/Pres.: Jheryl Busby; Chrmn.: Clarence Avant; Exec. Vice Pres./Gen. Mgr.: Oscar Fields.
- Label(s): (Owned) Biv 10, Madsounds, MoJazz, Motown, (Distributed) Ill Town.
- Moulin D'Or Recordings**, 1148 W. Pioneer Pkwy., Ste. E, Arlington, TX, 76013, (817) 795-3177. Fax: (817) 795-3078. Pres./Vice Pres.: Dori & Bob Nichols; Sales/Mktg. Dir.: A&R: Julie Tew; A-Train Mgmt. Int'l: Steve Weber.
- US Reps.: Navarre Corp., Mill City Music (MN); Lifedance Dist. (OR); Silo Inc. (VT); Music Design (WI); Real to Reel (CA); Regina Musical Co. (TX).
- Int'l Reps.: Midsummer Music Co. Inc. (Canada).
- Mountain Ghost Music**, 1130 Everett Memorial Hwy., Mount Shasta, CA, 96067, (916) 926-2197. Pres.: Rick Johnson.
- Mountain Int'l Records**, 10 Luanite Ln., Newport News, VA, 23606, (804) 930-1814. Pres.: Doc Holiday.
- Label(s): (Owned) Everlasting Int'l, Mega Int'l, Tug Boat Int'l.
- Mountain Productions**, 840 E. Walnut St., Carson, CA, 90746, (310) 327-3180. Pres.: Allen Schor; Vice Pres.: Sales: Jeff Schor.
- Multi-Sound Records, Inc.**, 150-34 14th Ave., Whitestone, NY, 11357, (718) 767-4452. Fax: (718) 767-4672. CEO: Dave Weiner; Vice Pres. Opns.: Joe Salvatore; A&R Mgr.: Sann Sanders.
- Label(s): (Owned) Altered, Multi-Sound, Nitro.
- Multilingua, Inc.**, 575 Madison Ave., New York, NY, 10022, (212) 754-3366. Fax: (212) 754-4216. Pres.: Susanne Tarter Kopelman; Contact: Manuel E. Kopelman.
- Label(s): (Owned) Multilingua.
- Int'l Reps.: Isis Publishing (UK).
- Multinational Music Group Corp.**, 745 East 31st St., Dept. LM, New York, NY, 11210, (212) 465-2666. Fax: (212) 724-9970. Chrmn./CEO: Dwayne Haywood; Exec. Vice Pres.: Custom Label Grp: Bob Goldberg; Sr. Vice Pres.: Business Affairs: David Alexander; Vice Pres.: Music Sales: Steve Rabinowitz.
- Mundo Records**, 551 Carroll Ave., San Antonio, TX, 78225, (210) 924-0037. Owner/Operator: Heliberto Eddie Aleman.
- Mundo Records**, 6221 NW 179th Terr., Hialeah, FL, 33015, (305) 828-2150. Fax: (305) 823-4491. Pres./Gen. Mgr.: Francisco Nina; Vice Pres./Int'l Dept.: Rosa Nunez; Promo.: Milagros Liriano.
- Label(s): (Owned) Guitarra, Mundo.
- US Reps.: Discomundo (Dominican Rep.).
- Muscle Shoals Sound Studios**, 1000 Alabama Ave., Sheffield, AL, 35660, (205) 381-2060. Fax: (205) 381-6813. Studio Mgr./Prod.: Roger Hawkins; Exec. Asst.: Suzanne Harris; Tech/Eng.: Kent Bruce.
- Muse Records (Div. of Blanchrich, Inc.)**, 160 W. 71, New York, NY, 10023. Pres.: Joe Fields; Sales Mgr.: Barney Fields; Promo.: Jude Lyons.
- Label(s): (Owned) Landmark, Trix.
- Music And Arts Programs of America, Inc.**, PO Box 771, Berkeley, CA, 94701, (510) 525-4583. Fax: (510) 524-2111. Pres./Sec.: Frederick J. Maroth; Vice Pres.: Dr. Douglas Giancoli; Treasurer: Yvonne Kanis.
- Label(s): (Owned) Audax, Music and Arts.
- Music Craftshop/Sound Waves Records**, 1012 18th Ave. S., Nashville, TN, 37212, (615) 327-7988. Fax: (615) 321-0464. Pres.: David N. Gibson.
- Label(s): (Owned) Devil Wind, Phase II, Phono.
- Music, Incorporated**, 1012 17th Ave. S., Nashville, TN, 37212, (615) 327-4369. Fax: (615) 321-3863. Owner/Pres.: Cecil Scaife.
- Label(s): (Owned) Classic Christmas, Gospel Time, Halo, Songs of Faith.
- Music For Little People**, 1144 Redway Dr., Redway, CA, 95560, (707) 923-3991. Fax: (707) 923-3241. Pres.: Leib Ostrow; Vice Pres. Sales: Stuart Schonfield; Exec. Vice Pres.: Jimmy Durchslag.
- Label(s): (Owned) Earth Beat, Music For Little People, (Distributed) Disney, Polygram, Rounder, Sony.
- Music Masters Jazz & Classics**, 1710 Hwy. 35, Ocean, NJ, 07712, (908) 531-3375. Fax: (908) 531-9686. Pres.: Jeffrey Nissim.
- Label(s): (Distributed) Hardticket Entertainment.
- The Music Plaza**, 135 Fairmont Ln., Pearl, MS, 39208, (601) 932-5886. Pres.: Jessie Renfro; Promos: Mitzi Mason; Sec.: Mary Debusk.
- Office(s): 135 Fairmont Ln., Pearl, MS, 39208, (601) 932-5886. Pres.: Jessie Renfro.
- Label(s): (Owned) Ancy Music, Norman Records, Streetbeat Records.
- US Reps.: City Hall (CA); Jerry Bassin Dist., (FL); Rounder Dist. (MA); Select-O-Hits (TN).
- Music Workx Records of America**, 50 East St., Ste. 9, Boston, MA, 02122, (617) 282-6988. Pres./CEO: Cassandra S. Cooper; Exec. Vice Pres.: Betty Cooper; Vice Pres. A&R: Wayne Bresnehan.
- Label(s): (Owned) America, MWR.
- Music of the World Ltd.**, PO Box 3620, Chapel Hill, NC, 27515, (919) 932-9600. Fax: (919) 932-9700. Pres./Producer: Bob Haddad; Vice Pres./Assoc. Dir.: Martha Lantos; Office Mgr.: Nancy Semin.
- Label(s): (Owned) Music Of The World.
- US Reps.: The REP Co. (MN); Silo (VT); Music Design (WI); Zango (OR).
- Int'l Reps.: Art Vivant (Japan); CM Dist., Sterns (UK); Extraplate (Austria); Karonte Dist. (Spain); Grammophone Heeb (Switzerland); I.M.A. (Singapore); I.R.D. (Italy); Music & Words (Benelux); Musikdistribusjon (Norway); M.R.A. (Australia); Night & Day (France).
- Musica Festival Records**, Apartado 20195, Rio Piedras, PR, 00928, (809) 759-8001. Fax: (809) 759-6101. Pres.: Jose Noguera; Asst. Prodn.: Carlos G. Lee Noguera.
- Musica Femina Flute-Guitar Duo**, 1718 SE 42nd Ave., Portland, OR, 97215, (503) 233-1206. Sole Proprietor/Artist: Kristan Aspen; Artist: Janna MacAuslan.
- Label(s): (Owned) Lilac.
- US Reps.: Goldenrod Dist. (MI); Ladyslipper, Inc. (NC).
- Musical Heritage Society**, 1710 Hwy. 35, Ocean, NJ, 07712, (908) 531-7000. Fax: (908) 531-9686. Pres.: Albert Nissim; Exec. Vice Pres.: Jeffrey Nissim.
- Musical Productions, Inc.**, 1472 NW 78th Ave., Miami, FL, 33126, (305) 592-4834. Fax: (305) 592-4821. Pres.: Antonio Moreno; Vice Pres.: Julia Moreno; Head Promos: Edith Vazquez; Gen. Mgr.: Pedro Herex.
- Office(s): 312 De Diego Ave., Ste. 203, Santurce, PR, 00909; 658 Tenth Ave., New York, NY, 10036; 7330 San Pedro, Ste. 328, San Pedro Plz., San Antonio, TX, 78216; 3580 Wilshire Blvd., Ste. 1705C, Los Angeles, CA, 90010.
- Label(s): (Owned) MP, (Distributed) FM, NRT.
- MusiCrafters, Inc.**, PO Box 595, Montgomeryville, PA, 18936, (215) 368-8863. Fax: (215) 368-7488. Pres./Creative Dir.: Lou deLise; Vice Pres./Mktg.: Elena Marino.
- Musikus Productions, Inc.**, 5 The Circle, New Rochelle, NY, 10801, (914) 633-2506. Fax: (914) 576-9136. Pres.: Hugh Berberich.
- Label(s): (Owned) Musikus.
- Must Rock Productions (c/o Jacobson & Colfin, P.C.)**, 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Ivan Rodriguez; Vice Pres. A&R: Jeffrey E. Jacobson.
- Label(s): (Owned) D J Doc.
- Mystery Music, Inc.**, 2520 Cedar Elm, Plano, TX, 75075, (214) 867-6656. Fax: (214) 867-6657. Pres.: Michael M. Murphy; Vice Pres.: P.L. Murphy.
- Mystic Records, Inc.**, 333 Via Vera Cruz, San Marcos, CA, 92069, (619) 945-2412. Fax: (619) 630-1066. Owner: Doug Moody.
- Label(s): (Owned) Clock, Hollyweird Maxy Wax, Mystic, Mystic CD, Mystic Cassettes, Super Seven Seven Inch, Thrash, (Distributed) Mary Ann CD, Mary Ann Tapes.
- US Reps.: Doug Moody Prodn. (CA).
- N.A.M.E. Brand Records**, 2218 Rosewood Ave., Richmond, VA, 23220, (804) 355-3586. Fax: (804) 355-7240. Pres.: J. Plunky Branch; Vice Pres.: P. Muzi Branch; Gen. Mgr.: Khari Branch.
- Label(s): (Distributed) BlackFire.
- NPG Records**, 7801 Audubon Rd., Chanhausen, MN, 55317, (612) 474-8555. Fax: (612) 474-6328. Pres.: Levi Seacer, Jr.; Dir., Opns.: Juli Knapp-Winge.
- NSD Records**, 1012 18th Ave. S., Nashville, TN, 37212, (615) 327-7988. Fax: (615) 321-0464. Pres.: David Gibson.
- Label(s): (Owned) Phono, Soundwaves.
- N S R Sound Recordings**, PO Box 120783, Nashville, TN, 37212, (615) 297-7483. Fax: (615) 297-7483. Co-Founder, NSR: Lou Ann Bardash; Int'l: John Milkwood; Mktg.: Doris Calvert; Art Dir.: Joe Montgomery.
- US Reps.: Select-O-Hits, United Record (TN); Tower (CA).
- Int'l Reps.: I.R.D. (Italy); Mushroom (Australia); Road House (Norway).
- NYC Records, Inc.**, 275 W. Tenth St., New York, NY, 10014, (212) 627-9426. Fax: (212) 787-8438. Pres.: Mike Mainieri; Vice Pres./CFO: Steve White.
- Napu Records Int'l**, 231 Hesler Pl., Agana, GU, 96910, (671) 646-7764, (671) 646-7761. Fax: (671) 649-7763. Pres./CEO: Jimmy Dee; Vice Pres.: Jackie Flores; Gen. Mgr./Vice Pres. A&R: Joleen Flores.
- Label(s): (Owned) Napu.
- Narada Productions, Inc./Narada Media**, 4650 N. Port Washington Rd., Milwaukee, WI, 53212, (414) 961-8350. Fax: (414) 961-8351. Pres.: John Morey; Mng. Partner-Narada Media: Wesley Van Linda; Dir., Mktg.: Diane Almond; Dir., European Sales/Mktg.: Jaap Holtingh.
- Office(s): Jacobus Pennweg 2, Hilversum, 1217 JH, The Netherlands, (313) 523-8462. Fax: (313) 524-2090. Dir., European Sales/Mktg.: Jaap Holtingh.
- Label(s): (Owned) Narada Artist Series, Narada Cinema, Narada Collection Series, Narada Equinox, Narada Lotus, Narada Mystique.
- US Reps.: UNI Dist. (CA).
- Nashville Country Productions**, 306 Millwood Dr., Nashville, TN, 37217, (615) 366-9999. Pres.: Jack Lynch; Producer: Col. J.D. Lynch; Singer/Musician/Writer: Charlie Sizemore.
- Label(s): (Owned) Jalyn, Nashville Bluegrass, Nashville Country.
- Nastymix Records**, 4616 47th Ave. S., Seattle, WA, 98118, (206) 292-8772. Fax: (206) 292-8727. Pres.: Ed Locke; Vice Pres. Sales/Mktg.: Bernie Horowitz; Vice Pres. Nat'l Promos.: Ramon Wells; Dir., Nat'l Radio Promo.: Nes Rodriguez; Mktg./Pub. Rel. Mgr.: Harry Akaki.
- Int'l Reps.: Festival (Australia); A & M (Canada); BCM (Germany); Oct Arts (Philippines).
- Nathalie Records**, 3919 Bergen Line Ave., Union City, NJ, 07087, (201) 865-4757. Fax: (201) 865-4425. Pres.: Jorge A. Lopez; Sales/Promo.: Amparo Lloyd.
- Naxos of America, Inc.**, 1165 Markkress Rd., Ste. E & F, Cherry Hill, NJ, 08003, (609) 751-4744. Fax: (609) 751-7721. Pres.: Douglas B. King; Vice Pres., Sales: Henry Moyer; Gen. Mgr.: Mark J. Miller; Opns. Admin.: Joan F. Miller.
- Label(s): (Owned) Naxos, (Distributed) Decapo, Donau, Lydian, Marco Polo, White Cloud, Yellow River.
- Nesak Int'l**, 460 Rigaedale Ave., East Hanover, NJ, 07936, (201) 386-5670. Fax: (201) 386-5679. Pres.: Martin Kasen; Gen. Mgr.: Gail Kenney.
- Label(s): (Owned) Kado, Nesak.
- Neurodisc Records**, 3540 S. State Rd. #7, Ste. 201, Miramar, FL, 33023, (305) 963-0555. Fax: (305) 964-1117. Mktg./Promo.: John Wia; A&R: Thomas O'Keefe.
- Label(s): (Owned) Pound.
- New Albion Records**, 584 Castro St. #515, San Francisco, CA, 94114, (415) 621-5757. Fax: (415) 621-4711. Pres.: Foster Reed; Sales/Promo.: Michael Wilpizeski; Royalties Admin.: Martha Chesley.
- New Trix Records, Inc.**, Cottekill Rd., Cottekill, NY, 12419, (914) 687-9573. Pres.: Peter B. Lowry; Vice Pres.: Robbie Casey.
- Label(s): (Owned) New Trix, Old Dog.
- New World Presents**, 6290 W. Sunset Blvd., Ste. 625, Hollywood, CA, 90028, (213) 871-8644. Contact: Kiko Vargas, Jr.
- New World Records — Recorded Anthology of American Music Inc.**, 701 Seventh Ave., 7th Floor, New York, NY, 10036, (212) 302-0460. Fax: (212) 944-1922. Pres.: Herman Krawitz; Managing Dir.: Paul Marotta; Dir. A&R: Howard Klein.
- Newport Classic Ltd.**, 106 Putnam St., Providence, RI, 02909, (401) 421-8143. Fax: (401) 421-8154. Pres.: Lawrence J. Kramen; Vice Pres.: Shelley Kramen; Vice Pres. A&R: Jackson Braider.
- Label(s): (Owned) Newport Classic, Newport Classic Auracle, Newport Classic Premier.
- Next Plateau Records, Inc.**, 1650 Broadway, Ste. 1103, New York, NY, 10019, (212) 541-7640. Fax: (212) 315-0286. Pres.: Eddie O'Loughlin; Exec. Vice Pres./Gen. Mgr.: Jenniene Leclercq; Vice Pres. Opns.: Dale Roadcap; Comptroller: Michael Healy; Sales/Prodn. Mgr.: Judy Herman; Promo Mgr.: Heidi Spiegel.
- Label(s): (Owned) Next Plateau, (Distributed) Soundcheck.
- US Reps.: Accoc. Distributors (AZ); CRD (CA); JFL Distributors (FL); Music Craft (HI); M.S. Distributors (IL); Frankie's Music (LA); Schwartz Brothers (MD); Malverne Distributors (NY); Select-O-Hits (TN); Music Craft Distributors (NJ).



**Joseph Nicoletti Music Co.**, PO Box 2818, Newport Beach, CA, 92669, (714) 494-0181. Fax: (714) 494-0982. Pres.: Joseph Nicoletti; A&R: Eliza Lorenzo; Promo.: Herb Franklin; Australia: David Catford; United Kingdom: Alan Whitfield; Spain: Maro Spanno.  
**Label(s):** (Owned) California Int'l, Creative Network, Inc., Global Village Music Co.  
**Int'l Reps.:** Creative Network (Australia); A. Whitfield (UK).  
**Nighthawk Records**, 12643 Redcoat, Saint Louis, MO, 63043, (314) 576-1569. Fax: (314) 576-6960. Dir./Pres.: Robert Schoenfeld; Vice Pres. A&R/Creative Dir.: Leroy Pierson; Promo. Dir.: Tammy Edmondson.  
**US Reps.:** Chin-Randy's, Vice Pres. Records (NY); Encore (CO); Titus, Oaks (CT); House (KS); Landmark (IL); Old Fogey, Tant Ents. (MI); Richman Bros. (NJ); RAS (MD); Silo (VT); Music Craft Dist. (HI).  
**Int'l Reps.:** Amigo Musik (Sweden); Day & Night, Kanderama, Melodie (France); DownBeat, Fotofon, Garageland, Irie Records (Germany); Fat Shadow, Jet Star Phonographics, Topic Records (England); Groovy Music, Munich Records, Semaphore (The Netherlands); Int'l Record Dist. (Italy).  
**Nightstar Records, Inc.**, 35 Old Castle Rd., Yarmouthport, MA, 02675, (508) 362-3601. Fax: (508) 398-2866. Mktg. Mgr.: Sarah White; Vice Pres. Label: Daniel Reid.  
**Label(s):** (Owned) Nightstar.  
**US Reps.:** Select-O-Hits (TN); Rock Bottom (FL); Associated (AZ); New Leaf (GA); Music N/H (NH).  
**Nimbus Records**, Rt. 1, Box 150, Ruckersville, VA, 22966, (804) 985-8555. Fax: (804) 985-3953. Vice Pres.: Peter Elliott; A&R Dir.: Adrian Farmer; Pct. Mgr.: Ralph Graves; Nat'l Sales Rep.: Phil Melita.  
**Nise Productions, Inc.**, 413 Cooper St., Camden, NJ, 08102, (609) 963-6400. Fax: (609) 964-3291. Controller: Frank Nise; Pres.: Michael Nise.  
**Label(s):** (Owned) Power Up.  
**Nite Records**, 8267 Grand View Dr., Los Angeles, CA, 90046, (213) 650-2233. Fax: (213) 650-1100. Pres.: Randy K. Nite; Vice Pres., Mktg.: Karen Fryklund; A&R Dir.: Edith Kiss; A&R: Noel Gray.  
**Label(s):** (Owned) Nite.  
**No-Bull Records**, PO Box 21118, Castro Valley, CA, 94546, (510) 254-2216. Fax: (510) 254-2213. CEO: Thomas Wiggins; Vice Pres. (Elite): Dr. John Guyton.  
**Label(s):** (Owned) Elite, Nineveh, No-Bull, Persepolis.  
**US Reps.:** Memo (CA).  
**No Loose Change Music**, 70 Carmine St., #2F, New York, NY, 10014, (212) 741-3968. Fax: 212 929-4380. Managing Dir.: Dennis Morouse.  
**Northcott Productions Ltd.**, 594 Broadway Bldg., Ste. 1011, New York, NY, 10012, (212) 343-2660. Fax: (212) 343-2753. Pres.: Silvio Tancredi; Vice Pres.: Tommy Musto; Artist Mgmt./Devel.: Moneypenny; Sales: Drew Sadler.  
**Label(s):** (Owned) Experimental, Fourth Floor, Suburban, Unclassified, (Distributed) Atlas, Cherri Trax, Class-X, Henry Street, Mentality.  
**US Reps.:** WATTS, Unique, Silent, Kintesu.  
**Northeastern Records**, PO Box 3589, Saxtonville, MA, 01701, (508) 820-4440. Fax: (508) 820-7769. Pres.: L.E. Joiner; Promos. Mgr.: Julie Stoller.  
**Label(s):** (Owned) Northeastern, (Distributed) Blue Button, Dog In A Sub, Lincoln.  
**November Records**, 530 Broadway, New York, NY, 10012, (212) 343-0799. Fax: (212) 343-0899. Pres.: Jamie Biddle; Vice Pres., A&R: Rob Holt; Nat'l Dir., Promo.: Biff Kennedy; Nat'l Dir., Sales: Jay Perloff.  
**Nu-Kountry Records**, 56 Ravenscroft Dr., Asheville, NC, 28801, (704) 254-8000. Contacts: Ron Weathers, Eddie Swann.  
**Nubian Records**, 7120 Natural Bridge Rd., Saint Louis, MO, 63121, (314) 389-9900. Owner: Ralph David Atchison III; Co-Owner/Mgr.: Vicki Marie Wooten.  
**Label(s):** (Distributed) BMG, Big Beat, ILS, JP/Tan Yah, Luke, MoJaz, RapALot, Scotti Bro., UNI, Warner.  
**Nucleus Records**, PO Box 111, Sea Bright, NJ, 07760, (201) 823-6718. Pres.: Robert N. Bowden; Vice Pres.: Gloria Bowden.  
**Label(s):** (Owned) Nucleus.

## O

**Oakridge Recording Service**, 2001 Elton Rd., Fort Worth/Haltom City, TX, 76117, (817) 838-8001. Pres.: Homer L. Sewell; Sec.: Eloise A. Sewell.  
**Label(s):** (Owned) Crossfire, Oakridge.  
**Observer Records**, 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Winston "Ninety" Holness; A&R: Bruce E. Colfin.  
**Off-Beat Records, Inc.**, 360 Cold Spring Ave., West Springfield, MA, 01089, (413) 781-2208, (800) 395-2328. Fax: (413) 781-2057. CEO/Pres./A&R: Barry G. Clark; Vice Pres./Mgr./A&R: Steven D. Schwachter; Admin. Asst./Promo./Pub.: Colleen Gallant.  
**US Reps.:** Caroline Records Dist. (NY, CA); AEC Music Dist. (CT).  
**Oh Boy Records/Blue Plate Music**, 33 Music Sq. W., Ste. 102-A, Nashville, TN, 37203, (615) 742-1250. Fax: (615) 742-1360. Pres.: Al Bunetta; Vice Pres.: Dan Einstein.  
**Label(s):** (Owned) Blue Plate, Oh Boy, Red Pajamas.  
**Okapi Records**, PO Box 1492, Boulder Creek, CA, 95006, (408) 338-4719. Owner: Linda Pruitt.  
**Okie Acres Music G**, 2609 Westwood Dr., Nashville, TN, 37204, (615) 383-2435. Fax: (615) 228-3856. Owners: Lonnie

Ratliff, Craig Stahl.  
**Label(s):** (Owned) Black Crow Records, Roadkill Records, Westwood Records.  
**Old Homestead Records/Rutabaga Records**, PO Box 100, Brighton, MI, 48116, (313) 227-1997. Pres.: John Morris; Exec. Asst.: Wilma Gray.  
**Label(s):** (Owned) Broadway Intermission, Old Homestead, Rutabaga.  
**Old School Records**, 179 Prospect Ave., Wood Dale, IL, 60191, (708) 616-6471. Fax: (708) 729-0431. Pres.: Peter J. Gianakopoulos; A&R Dir.: Samuel T. Sosa; Art Dir.: Virginia A. Gaura.  
**US Reps.:** TCI (MN).  
**Olivia Records, Inc.**, 4400 Market St., San Francisco, CA, 94608, (510) 655-0364. Fax: (510) 655-4334. Pres.: Judy Diagacz; A&R/Mktg.: Tirana Arruda.  
**Label(s):** (Owned) Olivia, Second Wave.  
**US Reps.:** Goldenrod (MI); Ladyslipper (NC); Dist. North America (NC); Manhattan Muse (NY); Zango Dist. (OR); Encore Dist. (CO).  
**Int'l Reps.:** Lavender Music (Australia); Festival Dist. (Canada); WRPM (UK).  
**Olympus Records, Inc.**, 1559 W. Fifth St., Brooklyn, NY, 11204, (718) 837-7335. Pres.: Steve Camhi; Vice Pres.: Joe Badlotti, Victor Carew.  
**Omega Record Group, Inc.**, 27 W. 72nd St., New York, NY, 10023, (212) 769-3060. Fax: (212) 769-3195. Pres.: Seymour Solomon; Sales Mgr.: Duane Martuge; Controller: Marvin Glenier; Opns. Mgr./Pub. Rel.: Frank Burton.  
**Label(s):** (Owned) Bach Guild Historical Anthology, Everyman Classics, Omega Classics, Vanguard Classics, (Distributed) Everest Ultra Analog Classics, Musica Oscure.  
**US Reps.:** Koch Int'l (NY).  
**Int'l Reps.:** Trend Music Group (Canada); King Record (Japan); Oasis (Korea).  
**Omni Records, Inc.**, PO Box 917, Bala Cynwyd, PA, 19004, (610) 828-7030. Pres.: Steve Bernstein.  
**Label(s):** (Owned) WMOT.  
**On The Rise Records, Inc.**, PO Box 960295, Inwood, NY, 11696, (718) 868-4781. Fax: (718) 868-4781. Pres.: Stephen Mears; Vice Pres.: Sarah Mears.  
**109 Records, Inc.**, 3 Hanover Sq., Ste. 5B, New York, NY, 10004, (212) 363-3105. Fax: (212) 363-3105. Pres.: Steven Jay Gabe; Vice Pres., A&R: Dominique.  
**Label(s):** (Owned) OPM, 109.  
**US Reps.:** Caroline Records, Dutch East India Trading (NY).  
**Int'l Reps.:** Semaphore (The Netherlands).  
**One Step to Happiness Music (c/o Jacobson & Colfin)**, 156 Fifth Ave., New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Andrew Tosh; A&R: Bruce Colfin.  
**Open Sky Records**, 10735 Vernon, Huntington Woods, MI, 48070, (810) 546-7558. Fax: (810) 544-0443. Pres.: Martin Scot Kosins; Chief Engineer: Danny Dallas; Vice Pres., A&R: Joyce Jerow.  
**Label(s):** (Owned) Nightingale, Open Sky.  
**The Orange Record Co., Inc.**, 2166 W. Broadway, Ste. 119, Anaheim, CA, 92804, (714) 639-2111. Vice Pres., A&R: Harold Shmouquet; Assoc. Dir., A&R (SWAK): Tracy Sands.  
**Label(s):** (Owned) Beat, Orange, Phuktup, Swak.  
**Orange Records**, 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: David Peel; Vice Pres. A&R: Jeffrey E. Jacobson; Counsel: Bruce Colfin.  
**Label(s):** (Owned) Orange, RLF.  
**Orbl Records**, PO Box 120675, Nashville, TN, 37212, (615) 255-1068. Pres.: Ray McGinnis.  
**Label(s):** (Owned) Orbit.  
**Order Records**, 441 E. Belvedere Ave., Baltimore, MD, 21212, (410) 435-0993. Fax: (410) 435-3513. Pres.: Jeff Order; Gen. Partner: Joyce Klein.  
**The Organ Literature Foundation**, 45 Norfolk Rd., Braintree, MA, 02184, (617) 848-1388. Pres.: Henry Karl Baker.  
**Label(s):** (Owned) Doric, (Distributed) Festivo, Gallo, Grosvenor, Motette, Piccadilly, Prezioso, Sinus, Sovereign, Sterdale.  
**Origin Jazz Library**, 330 California, Ste. 302, Santa Monica, CA, 90403, (209) 683-4795. Owner: Bill Givens.  
**Label(s):** (Owned) BX, Origin Jazz Library, (Distributed) Golden Era, Sunbeam Soundtrack, Testament, Texas Rose.  
**US Reps.:** City Hall (CA); Rounder (MA).  
**Original Cast Records**, PO Box 496, Georgetown, CT, 06829, (203) 544-8288. Owner: Bruce Yeko; Vice Pres.: Jennifer Yeko.  
**Label(s):** (Owned) Original Cast, (Distributed) Broadway Baby, Film Score, Take Home Tunes.  
**Original Sound Records**, 7120 Sunset Blvd., Hollywood, CA, 90046, (213) 851-2500. Fax: (213) 851-8162. Pres.: Art Laboe; Exec. Vice Pres.: Paul Leo Politi; Nat'l Sales: Nanette Leone.  
**Label(s):** (Owned) Original Sound, (Distributed) Now, Starla.  
**Orinda Records**, PO Box 838, Orinda, CA, 94563, (510) 833-7000. Fax: (510) 829-0734. Chrmn., The Board: Michael Robert Phillips; A&R Dir.: Harry Balk.  
**Label(s):** (Owned) Orinda.  
**Outstanding Records**, 7072 Blue Sails Dr., Huntington Beach, CA, 92647, (714) 842-8635. Owner: Earl Beecher.  
**Label(s):** (Owned) Morhythm, Outstanding.  
**US Reps.:** Abbey Road (CA).  
**Overture Records**, 23309 Beck Rd., Novi, MI, 48374, (810) 349-0115. Fax: (810) 349-9140. Pres.: Scott Santos; Vice Pres.: Laury Ruby; A&R: Richard Ruby; Press/Promos.: Stephanie Klein.  
**Label(s):** (Owned) Overture.

**Oxymoron P & D, Inc.**, PO Box 3366, Lynwood, WA, 98046, (206) 349-1203. Fax: (206) 349-1166. Pres.: C.F. Klammer; Vice Pres.: Doug Lexa; Vice Pres.: Dave Love.  
**Ozark Opry Records**, PO Box 242, Osage Beach, MO, 65065, (314) 348-3383. Pres.: Joyce Mace; Chief Engineer: Jim Phinney.  
**Label(s):** (Owned) K.R.C.

## P

**PDS Communications, Inc.**, PO Box 412477, Kansas City, MO, 64141, (800) 473-7550, (816) 523-5100. Fax: (816) 523-5131. Pres./CEO: Pete Shivers; Vice Pres. A&R/Gen. Mgr.: Derrick Peters; Dir. Sales/Mktg.: Will Shaw; Mgr./A&R: Lloyd Stewart.  
**Label(s):** (Owned) PDS, Universal Jazz, (Distributed) ADJ's House, PDS Associated, Paradigm, Pryme Tyme.  
**P.M. Records, Inc.**, 176 Irving Pl., Basking Ridge, NJ, 07920, (908) 604-6275. Fax: (908) 604-6298. Pres.: Gene A. Perla.  
**Label(s):** (Owned) P.M., Plug.  
**Painted Smiles Records**, 74-09 37th Ave., Ste. 420, Jackson Heights, NY, 11372, (718) 898-6964. Pres.: Ben Bagley.  
**Pair Records**, 560 Sylvan Ave., Englewood Cliffs, NJ, 07632, (201) 894-8700. Fax: (201) 894-8630. Sales/Mktg./Essex Ent.: Ted Wolff; Mng. Partners/Proj. 3: Sam Goff, Richard Greener; Nat'l Dir. Sales/Mktg.: Martin Basart; Gen. Mgr./Vox Music: Irwin Katz.  
**Label(s):** (Owned) Allegretto, Buddah, Essex, Family Classics, JCI, Maestro, Music Masters Series, Musique d'Or, Pair, Project 3, Special Music Co., Special Music Co., Stradivari, Takoma, Vox, Vox Box, Vox/Cameo, Vox Cameo Classics, Vox Legends, Vox 90s, Vox/Turnabout, Vox Unique, (Distributed) CEMA Special Products, Camden, Four Star, Hob, Iliad/Odyssey, Kem Disc, PolyGram Special Products.  
**Palomar Records**, PO Box 1233, Santa Monica, CA, 90406, Pres.: Bobby Manrique; A&R: Chris Manrique.  
**Pandisc Music Corp.**, 843 Washington Ave., Miami Beach, FL, 33139, (305) 538-4880. Fax: (305) 538-9187. Pres.: Bo Crane; Dir. Finance: Gail Porter; Dir., Crossover Promo.: Kara Sue Strulowitz.  
**Label(s):** (Owned) Jamar, Oopsl!, Pandisc, (Distributed) Breakaway, Cut-It-Up, Cut-It-Up Def, Tropical Wave.  
**Pandora/Synthe Records**, PO Box 2281, Westover, WV, 26505, Pres.: Gilbert Trythall.  
**Label(s):** (Owned) Synthe.  
**Panini Records, Inc.**, PO Box 381, Hana, HI, 96713, (808) 248-8229. Fax: (808) 248-8029. Pres.: Steven O. Siegfried.  
**Label(s):** (Owned) Panini.  
**US Reps.:** Private Music (CA).  
**Int'l Reps.:** Demon Records (U.K.).  
**Pantera Group Enterprises**, 940 Lincoln Rd., Ste. 201, Miami Beach, FL, 33139, Pres.: Ismael Garcia; Exec. Asst.: Gladys Perez; Producer: Rique Alonso.  
**Paradisc Records/BMG**, Mercantile Plaza Bldg., Ste. 516, Hato Rey, PR, 00918, (809) 759-8925. Fax: (809) 759-7715. Gen. Mgr.: Frank Torres; Asst. Mgr.: Omayra Torres; Sales: Eddie Fajardo; Promo.: Luis E. Gonzalez.  
**Label(s):** (Owned) Paradisc.  
**US Reps.:** BMG U.S./Latin.  
**Paradise Lost Records**, PO Box 710726, Houston, TX, 77271, (713) 575-0810. Fax: (713) 575-0915. Pres.: Darryl J. Menkin; Artist/Media Rel.: Anne M. Armogida; Mktg./Promo.: Paula Raif.  
**Label(s):** (Owned) Sound Virus, T Bone Records.  
**Int'l Reps.:** Semaphore (Holland); Overdrive (Japan).  
**Paris Records**, PO Box 2250, Canoga Park, CA, 91306, (818) 883-8224. Owner: Jeff Gordon; Vice Pres./A&R Dir.: Champ Gordon; A&R: Barney Gordon.  
**Parrot Fish Records**, #2 Store Tvaer Gade, Saint Thomas, VI, 00801, (809) 776-4514. Fax: (809) 776-4514. Pres.: Larry Braga.  
**Label(s):** (Distributed) Gutu Music.  
**Pathways of Sound, Inc.**, 6 Craigie Cir., Cambridge, MA, 02138, (617) 354-6190. Pres.: Joe Berk; Mktg. Dir.: D.C. Littlefield.  
**Label(s):** (Owned) Credo, Pathways Of Sound.  
**Patriot Records**, 3322 West End Ave., 11th Floor, Nashville, TN, 37203, (615) 383-1800. Fax: (615) 269-2059. Pres./CEO: Jimmy Bowen; Gen. Mgr.: Bruce Greenberg; Vice Pres., Promo.: Sam Cerami; Dir., Creative Servs.: Susan Collier.  
**Label(s):** (Owned) Patriot.  
**Peach Town Record Co.**, 3625 Sulene Dr., Atlanta, GA, 30349, (404) 761-8626. Pres.: William N. Freeman; Vice Pres.: Mike Freeman; Treas.: Doris Freeman.  
**Pegasus Records**, 1609 Congress Rd., Eastover, SC, 29044, (803) 776-8397. Pres./A&R: Howard A. Knight, Jr.; Vice Pres.: Robert A. Knight.  
**Label(s):** (Owned) Boss, Colonial, HKE, Wago, (Distributed) Grape.  
**US Reps.:** Action Dist. (MD).  
**Pentacle Records**, PO Box 60135, Midland, TX, 79711, (915) 563-2810, (915) 590-7826. Pres.: J. Gordon Lunn; Exec. Producer: A.P. Hindjos.  
**Periscope Record Co.**, 129 Bishop St., Brockton, MA, 02402, (508) 588-6348. Pres./Promo.: Edward M. Hurvitz; Sales Mgr.: Linda S. Berman; A&R: Ed Michaels.  
**Label(s):** (Owned) Mazel, Shayna, Streke.  
**Perpetua Records**, 10391 Jefferson Blvd., Culver City, CA, 90232, Pres.: Ken Kreisel.  
**Label(s):** (Owned) Perpetua.



Perspective Productions, 35 Forest View Dr., Providence, RI, 02904, (818) 763-2028. Pres.: Richard Doyle.

Peter Pan Industries, Inc., 88 St. Francis St., Newark, NJ, 07105, (201) 344-4214. Fax: (201) 344-0465. Pres./CEO: Donald Kasen; Exec. Vice Pres.: Abe Rosenblatt; Sr. Vice Pres. Pct. Devel.: Joseph Porrello; Sr. Vice Pres., Sales: Shelly Rudin; Dir., Int'l Bus. Affairs: Kathleen Theiringer; Dir., Mktg./Pub. Rel.: MaryLou Bond.

Label(s): (Owned) Compose, JA, Peter Pan, (Distributed) Aurophon, Discover, Inakustik, Rego. Int'l Reps.: Rainbow Pctds. (Australia); Clear Vision (U.K.); Video Film (The Netherlands).

Phantom Productions, Inc., 11051 Tanglebridge Cr., Austin, TX, 78736, (512) 288-1044. Fax: (512) 288-4748. Dir.: Martin Theophilus; Dir.: Chris Theophilus. Label(s): (Owned) Phantom.

Philo Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Marian Levy; Vice Pres.: Ken Irwin; Int'l: Bill Nowlin. US Reps.: Rounder, Precision Sales (MA).

Phoenix Records, Inc., PO Box 121076, Nashville, TN, 37212, (615) 244-5357. Fax: (615) 244-4466. CEO/Pres.: Reggie M. Churchwell; Vice Pres.: Mark Churchwell; Sec./Office Mgr.: Laurie Stephens. Label(s): (Distributed) Monarch, Nashville Int'l Records.

Picture Music Int'l, 1750 N. Vine St., Hollywood, CA, 90028, (213) 462-6252. Fax: (213) 467-6550.

Pinecastle/Webo Records, 5108 S. Orange Ave., Orlando, FL, 32809, (407) 856-0245. Fax: (407) 858-0007. Owner/Pres.: Tom Riggs; Vice Pres., Mktg.: Will Gailey. Label(s): (Owned) Pinecastle.

US Reps.: DNA (MA); Ernest Tubb, Select O Hits (TN); Old Fogey (MI); Paulstarr (MN); Record Depot (VA). Int'l Reps.: B.O.M. (Japan); Mike's Country Music Room (Scotland).

Pipeline Records, Inc., 119 Engineers Dr., Hicksville, NY, 11801, (516) 681-2125. Fax: (516) 939-0154. Pres.: Mark Malmut; A&R Mgr.: George Grant.

Pipes & Strings, 3745 Lurline Dr., Honolulu, HI, 96816, (808) 735-6813. Fax: (808) 735-2781. Pres.: Susi Hussong; Contact: Susan Gillespie. US Reps.: Lifedance Dist. (OR).

Int'l Reps.: Arylis Corp. (Canada).

P.I.R.A.T.E. Records, 6381 Hollywood Blvd., Ste. 250, Hollywood, CA, 90028, (213) 465-9814. Fax: (213) 465-5646. CEO: Tony Haynes; Vice Pres./Gen. Mgr.: Jefflyn Dangerfield; A&R Coordinator: Patricia Mitchell; Sales/Dist.: Rita Blaid; Int'l: Guy Caman. US Reps.: California Record (CA); Malverne (NJ); Big State (TX).

Pitbull Records, 245 W. 107th St., New York, NY, 10025, (212) 807-8673. Fax: (212) 865-2875. Pres.: Robert Khazouri; Dir., Mktg.: Cadet J.; Int'l Mktg.: Luca Santini; Sales Dir.: Kathy Laurent.

Placenta Music, Inc., PO Box 8532, Atlanta, GA, 30306, (404) 355-4242. Fax: (404) 355-0795. Pres.: Burt Wolff; Vice Pres. A&R: Joe Wolff; Int'l Mktg.: Fred Schwartz; Office Mgr.: Kirk Evans. Label(s): (Owned) Transitions Music, (Distributed) Placenta Music.

Plain Country Records, PO Box 5412, Buena Park, CA, 90620, (909) 371-2973. Contact: Leo J. Eiffert, Jr.

Planet Earth Recording Co., 325 Rolling Rock Rd., Marietta, GA, 30067, (404) 952-2012. Fax: (404) 850-0024. Gen. Mgr.: Tim McCabe. US Reps.: Rock Bottom Inc. (GA, FL).

Planetary Productions, PO Box 66, Boulder Creek, CA, 95006, (408) 338-2161. Fax: (408) 338-9861. Mktg. Vice Pres.: Bruce Cryer.

Platano Records, 661 Tenth Ave., New York, NY, 10036, (212) 582-4546. Fax: (212) 977-7581. Pres.: Xavier E. Hernandez; Vice Pres.: Jose Hernandez; Pub. Rel.: Martha Hernandez; Promo. Dir.: Angel Colon.

Platinum Entertainment, 2001 Butterfield Rd., Ste. 1400, Downers Grove, IL, 60515, CEO: Thomas R. Leavens; Pres.: Joe Thomas; Pres., Music Div.: Bill Gilbert. Label(s): (Owned) CGI Records, Light Records, River North Jazz, River North Nashville, River North Records.

US Reps.: Polygram Group (NY).

Playback Records, PO Box 630755, Miami, FL, 33163, (305) 935-4880. Fax: (305) 933-4007. Pres.: Jack Gale; Vice Pres.: Lovey Gale; Sales Mgr.: Ron Elliott. Label(s): (Owned) Caramba, Gallery II, Gallery II, Playback, Playback, Ridgewood, Ridgewood.

Playground, PO Box 133, Ojai, CA, 93024, Fax: (805) 646-5350. Pres.: Jim Pewter; Gen. Mgr.: Judy Pewter.

Pleasant Records, 1727 Roanoke Ave., Sacramento, CA, 95838, (916) 925-4886. Owner: Jerry Parker. Label(s): (Owned) Pleasant.

Poetic Noise Music, PO Box 642, Times Sq. Station, New York, NY, 10108, (212) 315-5139. Contacts: Dwayne Arvinger, Rod Clemmons.

Polar Network, 270 N. Canon Dr., Ste. 1396, Beverly Hills, CA, 90210, (213) 938-4467. Fax: (213) 938-4467. Exec. Dir./Mktg.: Jeff Peri; Vice Pres./Ops.: Henry Prawn. Label(s): (Distributed) Midnight Music Management, The Right Stuff (Capitol Div.).

Polka Towne Music (Polka Music Corp.), 211 Post Ave., Westbury, NY, 11590, (516) 334-6228. Pres.: Teresa Zapolska. Label(s): (Owned) Polka Towne.

Polydor/Atlas, 11150 Santa Monica Blvd., Ste. 1000, Los Angeles, CA, 90025, (310) 996-7203. Fax: (310) 477-0908.

Pres.: Nick Gattfield; Vice Pres., Artist Devel.: Rob Gordon; A&R Dir. East Coast: Andrew Brightman; A&R Dir. West Coast: Tom Storms; Sr. Dir. Int'l A&R: Denis McNamara; Mgr. A&R: Mark Chotiner; Mgr. A&R Admin/Int'l A&R: Kam Sangha; Exec. Asst.: Luke Burland; Mktg. Asst.: Tripp Dubois.

Polydor Records, 1222 16th Ave. S., Third Floor, Nashville, TN, 37212, (615) 329-4434. Pres.: Harold Shedd; Vice Pres., A&R: Buddy Cannon; Vice Pres., Mktg.: Steve Miller; Vice Pres., Promo.: Ralph Carroll.

PolyGram Classics & Jazz, 825 Eighth Ave., New York, NY, 10019, (212) 333-8000. Fax: (212) 333-8402. Pres.: Christopher Roberts; Sr. Vice Pres., Mktg/Sales: Lynne Hoffman-Engel; Sr. Vice Pres., Prod. Devel.: Peter Munves; Vice Pres., PR/Devel.: Nancy Zannini; Vice Pres., Finance/Admin: Pat Clancy; Vice Pres./Gen. Mgr./VERVE: Chuck Mitchell; Vice Pres., A&R, VERVE: Richard Seidel; Vice Pres., A&R, VERVE: Guy Eckstine; Vice Pres., Philips Classics: Lisa Altman; Vice Pres., Deutsche Grammophon: Karen Moody; Vice Pres., London: Steven Winn.

Label(s): (Owned) Argo, L'oiseau lyre, Deutsche Grammophon, London, Mercury Living Presence, Philips Classics, Point, Verve, Verve Forecast.

PolyGram Label Group, 825 Eighth Ave., New York, NY, 10019, (212) 333-8000. Fax: (212) 333-8249. Pres./CEO: M. Richard Asher; Exec. Vice Pres., Mktg/Sales: Robert Jamieson; Vice Pres., Prodn.: Ruth Cisero.

Office(s): 11150 Santa Monica Blvd., Ste. 1100, Los Angeles, CA, 90025, (310) 996-7200. Fax: (310) 477-7622. Branch Mgr.: Bill Pollett, Sales Mgr.: Rick Rieger, The Commerce Ctr., 7701 Greenbelt Rd., Greenbelt, MD, 20770, (301) 441-1670. Fax: (301) 441-2871. Branch Mgr.: Jeff Moskow, Sales Mgr.: John Kiernan; 13260 E. Eleven Mile Rd., Warren, MI, 48089, (313) 755-6400. Fax: (313) 755-6408. Branch Mgr.: Bill Schulte, Sales Mgr.: Bill Twyman; 2800 River Rd., #120, Des Plaines, IL, 60018, (708) 298-9700. Fax: (708) 298-9711. Branch Mgr.: Bob Colosi, Sales Mgr.: John McNamara; 3800 W. 80th St., Bloomington, MN, 55431, (612) 831-7847. Fax: (612) 835-6796. Branch/Sales Mgr.: Mike Gleason; 80-02 Kew Gardens Rd., Sixth Floor, Rego Park, NY, 11374, (718) 261-2227. Fax: (718) 793-0094. Branch Mgr.: Don DiMatteo, Sales Mgr.: Mitch Imber; 800 W. Cummings Park, Ste. 2900, Woburn, MA, 01801, (617) 933-8155. Fax: (617) 933-2453. Branch Mgr.: Paul Wennik, Sales Mgr.: Paul Foley.

Label(s): (Distributed) Alpha Int'l Records, Megaforce Entertainment, Morgan Creek Records, Motown Records (NY), Motown Records (LA), Perspective Records, Tabu Records, Victory Music.

PolyGram Latin America, 2601 S. Bayshore Dr., Ste. 1800, Coconut Grove, FL, 33133, (305) 285-9098. Pres.: Manolo Diaz MD, Polygram Latino: Salvador Perez-Munoz; Dir., Latin Artists Mktg.: Paul Ehrlich; Dir., Int'l Artist Mktg.: Mary Meyer, Regional Controller: Andrew Stokoe.

Label(s): (Owned) A & M, Island, Mercury, Mercury Latino, Mercury Nashville, Motown, Polydor, PolyGram Latino.

PolyGram Latino U.S., 6303 Blue Lagoon Dr., Ste. 210, Miami, FL, 33126, (305) 265-2360. Fax: (305) 264-0160. Managing Dir.: Salvador Perez; Promo. Dir.: Rogelio Macin; Sales Dir.: Missile Mike; Sales Dir., Latin Accts.: Ezequiel Cuevas; Controller: Al Hernandez.

Label(s): (Owned) A&M, Mercury Latino, Motown, Philips, Polydor, (Distributed) Sonografica, West Side Latino.

Pop Record Research, 10 Glen Ave., Norwalk, CT, 06850, (203) 847-3085. Pres.: Gary Theroux; Sales Mgr.: Joan Holpuch; Vice Pres. A&R: Richard James.

Label(s): (Owned) GTP, Surf City, (Distributed) Bob.

Pops Neon Enterprises, PO Box 4125, West Hills, CA, 91308, (818) 608-2994. Fax: (818) 712-9338. Pres./Dir., Prodn.: Steve Hobson; Vice Pres.: Jan Halliday.

Label(s): (Owned) Pops Neon Records.

Posh Boy, PO Box 4474, Palm Desert, CA, 92261, (619) 341-8264. Fax: (619) 341-8264. Owner: Robbie Fields.

Label(s): (Owned) Posh Boy. US Reps.: Get Hip! (PA); Rhino (CA).

Int'l Reps.: Musical Tragedies (Germany).

Positive Feedback Communications, 4010 N. Bend Rd., Cincinnati, OH, 45211, (513) 661-8810. Pres.: Shad O'Shea. Label(s): (Owned) Fraternity.

Positive Music Records, Inc., 10323 Waverly Woods Dr., Ellicott City, MD, 21042, (410) 750-3813. Fax: (410) 750-1897. Pres.: Ken Navarro; Vice Pres.: Kristin Leonhard; Dir., Radio/Retail Promo.: Ken Davis.

Label(s): (Distributed) Sir.

Postcards, 225 Lafayette St., Room 604, New York, NY, 10012, (212) 966-6083. Fax: (212) 966-7457. Pres.: Sibyl R. Golden; Dir. A&R: Ralph Simon.

Label(s): (Owned) Postcards, Inc. US Reps.: Koch Int'l (NY).

Int'l Reps.: Media 7 (France); Bellaphon Int'l (Germany); IRD (Italy); Plainshare (Switzerland); Dureco (Netherlands); Super Stop (Japan).

Pound Records, 3590 S. State Rd. #7, Ste. 201, Miramar, FL, 33023, (305) 963-0555. Fax: (305) 964-1117. Mktg./Promo.: John Wai; A&R: Thomas O'Keefe.

Pow Wow Records, Inc., 1776 Broadway, New York, NY, 10019, (212) 245-3010. Fax: (212) 956-2326. Pres.: Herb Corsack; Vice Pres.: Judy Cance; Promo. Dir.: Madison Bedard.

Label(s): (Owned) Pow Wow.

US Reps.: Big State Dist. (TX); California Record Dist. (CA); Malverne Dist. (NJ); M.S. Dist. (IL); Music Craft Dist. (HI); Select-O-Hits (TN); Universal Record Dist. (PA).

Int'l Reps.: Trend Music Group (Canada).

Power Records, 6251 Smithpoint Dr., Ste. 430, Bldg. A, Norcross, GA, 30071, (404) 446-1042. CEO/Pres.: Leroy McMath.

Label(s): (Owned) Power Artist, Reality, (Distributed) Power Music Group.

Powerhouse Records, PO Box 2455, Falls Church, VA, 22042, Fax: (703) 538-6285. Pres./Owner: Tom Principato; Promos.: B.J. Garrett. US Reps.: Ichiban (GA).

Prairie Music Records Ltd., 203 Antique City Dr., Walnut, IA, 51577, (712) 784-3001. Fax: (712) 784-2010. Pres./Dir.: Sheila Everhart.

Label(s): (Owned) Prairie Music Records Ltd.

Praise Records (c/o Jacobson & Colfin P.C.), 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. A&R: Marc Warzecha.

Label(s): (Owned) Praise.

Praxis Int'l, 1700 Hayes St., Ste. 302, Nashville, TN, 37203, (615) 320-1200. Fax: (615) 327-9455. Co-Pres.: Jack Emerson.

Prelude Records, 12 Tudor Ln., Trumbull, CT, 06611, (203) 261-5216. Fax: (203) 268-9124. Pres.: Armando Sciascia; Gen. Mgr.: Tom Morrison; Vice Pres. A&R: Alikei Andris.

Prescription Co., 5 Slocum Ave., Port Washington, NY, 11050, (516) 767-1929. Pres./Owner: David F. Gasman; Exec. Vice Pres.: John Bradley; Vice Pres. A&R: Kirk Nordstrom; Vice Pres., Sales: Bruce Brennan; Tour Coord.: Bill Fearn. Label(s): (Owned) Prescription.

Prettyboy Records, 935 E. Wadsworth Ave., Philadelphia, PA, 19150, (215) 247-8911, (215) 355-8225. Fax: (215) 355-3980. Pres.: Stephen C. Kelly; Vice Pres.: Thomas J. Kennedy.

Prime Records, 900 Refugio St., Miramar, PR, 00907, (809) 723-9952. Fax: (809) 725-3136. Pres.: Jorge Oquendo; Mgr.: Johnny Oquendo. Label(s): (Owned) Prime.

US Reps.: BMG. Int'l Reps.: BMG.

Prince/SF Productions, 1135 Francisco St., Ste. 7, San Francisco, CA, 94109, (415) 775-9627. Fax: (415) 776-1339. Artists Rep.: Ken Malucelli; Admin. Asst.: Heidi Waterman. Label(s): (Owned) Auriga, Christmas.

Priority Records, Inc., 6430 Sunset Blvd., Ste. 900, Hollywood, CA, 90028, (213) 467-0151. Fax: (213) 856-8796. Pres.: Bryan Turner; Sr. Vice Pres., Sales: Mark Cerami; Exec. Vice Pres. Int'l Aff.: Stephen Drath; Sr. Vice Pres., Promotion: Nancy Levin; Vice Pres., Mktg.: Alyssa Pisano; Exec. Dir., Promos.: Eric L. Brooks; Dir., Publicity: Lillian Matulic; A&R: Ern Llamado; Vice Pres., Manufacturing/Operatio: Talin Kouyoumdjian; Vice Pres./Sales-Dallas: David King; Dir., Mktg./Creative: Melissa Wolfson.

Label(s): (Owned) Metal Blade, Priority Rocks, Rhythm Safari, (Distributed) Rap-A-Lot, Rhymer Syndicate.

Private Music, 9014 Melrose Ave., Los Angeles, CA, 90069, (310) 859-9200. Fax: (310) 859-7408. Pres./CEO: Ron Goldstein; Sr. Vice Pres., Finance: Giulio Proietto; Vice Pres./Publicity: Karen Johnson; Vice Pres., Mktg/Sales: Steve Macon.

Prodisco USA, Inc., PO Box 162455, Miami, FL, 33116, (305) 597-0207. Fax: (305) 597-0208. Pres.: Alejandro Jaen; Vice Pres./Promo. Dir.: Cecilia Rodriguez; Admin.: Raquel Ledesma; Press Dept.: Alvaro Ramal; Sales Dir.: Ana Jaen; Promo. Dir.: Lucy Garcia.

Profile Entertainment, 740 Broadway, 7th Floor, New York City, NY, 10003, (212) 529-2600. Fax: (212) 420-8216. Pres.: Steven Plotnick; Sr. Vice Pres./Int'l A&R: Gary Pini; Sr. Vice Pres., Mktg./Promo: Fred Feldman; Vice Pres., Artist/Music Rel.: Tracey Miller; Dir./Purchasing & Prod.: John Wiadard; Dir./Mgmt. Info. Systems: Robert Anderson.

Office(s): 8730 Sunset Blvd., Ste. 270, Los Angeles, CA, 90069, (310) 659-7999. Fax: (310) 659-3516. A&R Mgr.-West Coast: Dave Moss; White Swan House, Bennet St., London, W14 2BH, United Kingdom, 01444819956229. Fax: 01444817428469. Managing Dir.: Andrew Cleary.

Propinquity Records, PO Box 9036, Denver, CO, 80209, (303) 697-8908. Fax: (303) 697-8908. Owner: Carla Sciaky; Bus. Mgr.: Dan Prendergast.

Pullen-Miles Entertainment Consultants, 14016 Evers Ave., Compton, CA, 90222, (310) 329-5694. Pres./A&R: Robert E. Miles; A&R Consultant: Shon Taylor. Label(s): (Owned) Janet Marie, P-M Street.

B.T. Puppy Records, 155 E. 29th St., New York, NY, 10016, (212) 683-8420, (310) 652-6673. Fax: (212) 683-8420. Pres.: Rusti Wolintz; Promo/A&R: Noah Margo; Exec. Dir.: Maxine Margo; Vice Pres.: Phil Margo; Vice Pres.: Mitch Margo. Label(s): (Owned) Lost Tribe.

US Reps.: MS.

Pure & Simple Music, 6 Rosario Shores Rd., Eastsound, WA, 98245, (206) 376-5230. Fax: (206) 376-4894. Pres.: Christopher Peacock; Vice Pres., A&R: Jaylin Chung. Label(s): (Owned) Pure & Simple.

US Reps.: Miramar (WA).

Pure White Dove/Gift of Grace Music, PO Box 258, Northfield, MN, 55057, (800) 798-8273, (507) 526-5678. Fax: (507) 526-2895. Pres.: John Hager.

Label(s): (Owned) Gift of Grace Music, Pure White Dove.

Pyramid Records, PO Box 140316, Nashville, TN, 37214, (615) 889-6675. Owner: Jimmy Kish.

Pyramida Records, PO Box 52217, Houston, TX, 77052, (713) 223-8607. Fax: (713) 223-1520. Attorney: Otha T. Carpenter; Dir., Sales/Dist.: Laverne Walker.

US Reps.: Pyramida Records Dist. (TX).



## Q

**Obadisc**, PO Box 1256, Old Chelsea Station, New York, NY, 10011, (212) 620-0320. Fax: (212) 243-1089. Contacts: Ben Socolow, Ned Sublette.  
Label(s): (Owned) Obadisc, (Distributed) Excellent.  
**Quagmire the Label**, PO Box 2383, Los Gatos, CA, 95031, (408) 354-9191. Contacts: David Beach, Tim Alexander.  
US Reps.: Instinct, Landmark (CA); Landmark (GA)(NJ).  
**Quality Records, Inc.**, 15260 Ventura Blvd., Ste. 980, Sherman Oaks, CA, 91403, (818) 905-9250. Fax: (818) 905-7533. Pres.: Russ Regan; Contact: Dan Kliman.  
**Quicksilver/Increase Records**, 6860 Canby Ave., Ste. 118, Reseda, CA, 91335, (818) 342-2880. Fax: (818) 342-4029. Pres.: Howard L. Silvers; Dir., Mktg.: Sol Greenberg; Dir., Mktg.-Video: David Greenman; Dir., Mktg.-Gospel: Migon Lewin.  
Label(s): (Owned) GMG, Increase, Quicksilver, (Distributed) Best, Gospel Train, Smoke Stack Lighting.  
Int'l Reps.: K-Tel Int'l (MN); Select-O-Hits (TN); Twinbrook (NY).  
**Qwest Records, Inc.**, 3800 Barham Blvd., Ste. 503, Los Angeles, CA, 90068, (213) 874-3028. Fax: (213) 874-5049. Dir. Artist Relations: Joann Tominaga; Dir. A&R, East Coast: Lisa Morris; Vice Pres. A&R: Raoul Roach.  
US Reps.: Warner Bros. Records (CA).

## R

**RAS Records**, 2447 Linden Ln., Silver Spring, MD, 20910, (301) 588-9641. Fax: (301) 588-7108. Pres.: Gary Himelfarb; Buyer: Steve Cornwell; Sales Mgr.: Tim Harris; Mktg. Dir.: Mark C. Dickinson.  
Label(s): (Owned) RAS, (Distributed) Ariwa, Grapevine, Live & Learn.  
US Reps.: CRD, Eastern Pacific, Eurpac, Music For Little People, Zango (CA); Encore (CO); Bassin's, HL, JFL (FL); Gemini, Nova (GA); Music Craft (IL); Rounder (KS,MA); MS (IL); J&K (MD); Performance, Richmond Bros. (NJ); Action (OH); Select-O-Hits (TN); MDI (TX); Eurpac (VA); Silo (VT).  
Int'l Reps.: Amalthea (Sweden); Greensleeves, Jet Star (U.K.); IRD (Italy); Ixthuloh (Austria); Media 7, Melodie (France); Munich, Semaphore (The Netherlands); Music Dist. (Norway); Pozitix Tanitum (Turkey).  
**RBW Record Co.**, PO Box 14187, Parkville, MO, 64152, (816) 587-5358. Fax: (816) 421-6095. Pres.: Russell E. Wojkiewicz.  
Label(s): (Owned) Blue City, RBW.  
**RCA Records**, 1540 Broadway, 36th Floor, New York, NY, 10036, (212) 930-4000. Fax: (212) 930-4449. Pres./CEO-BMG Ent. North America: Strauss Zelnick; Chrmn.: BMG-North America: Michael Dornemann; Vice Pres./Sales: David Fitch; Sr. Vice Pres./Nat'l Promo.: Butch Waugh; Sr. Dir., A&R: Lou Simon; Sr. Vice Pres. A&R: Dave Novike; Sr. Vice Pres., Bus./Legal Affs.: Carol Fenelon; Vice Pres., A&R: Peter Lubin; Vice Pres., Pop Promos.: Skip Bishop; Vice Pres., Black Music Promo.: Michael Halley; Vice Pres., Finance/Admin: Mike Jason; Dir., Research/Analysis: David Israli; Publicity (Nashville): Erin Morris; Vice Pres., Publicity: Marilyn Lipsius; Nat'l Dir., Jazz: Paul Ramey; Nat'l Dir., Rap A&R: Steve Stoute; Nat'l. Dir./Urban-West Co.: Dwight Bibbs; Assoc. Dir./East Coast: A&R: Peter Robinson.  
Office(s): One Music Circle N., Nashville, TN, 37203, (615) 664-1200. Fax: (615) 664-1226. Chrmn./RCA Records Grp./NJs: Joe Galante, Gen Mgr., RCA/BNA Records: Randy Goodman; 6363 Sunset Blvd., Hollywood, CA, 90028, (213) 468-4000. Fax: (213) 468-4040. Sr. Dir., A&R: Bruce Flohr, Vice Pres., A&R: Bennett Kaufman.  
Label(s): (Distributed) BNA Entertainment, Bluebird, Fox, Immortal, Kane Prodn., L.O.U.D., Novus/RCA, PMD, RCA Red Seal, RCA Victor, Rendezvous Entertainment, Reunion.  
**RCI Records, Inc.**, 4721 Trousdale Dr., Ste. 118, Nashville, TN, 37220, (615) 833-2052. Fax: (615) 833-2101. Pres.: Ray Roberts; Vice Pres.: Denise Carpenter.  
Label(s): (Owned) Arena, Award, RCI, 21st Century.  
**REMI Productions**, 410-100 Emmett St., Bristol, CT, 06010, (203) 584-0045. Fax: (203) 584-0045. Pres.: Rosie E. Lugo; Vice Pres./Exec. Producer: Marilyn I. Miranda.  
**R.E.X. Music, Inc.**, 229 Ward Circle, Brentwood, TN, 37027, (615) 370-8813. Fax: (615) 370-8793. Dir.: Gavin Morkel; Sales Dir.: Steve Scalet; Mktg. Dir.: Tyler Bacon.  
Label(s): (Owned) R.E.X. Music, Rex Pop-U-Li, Storyville, (Distributed) Grrr, Int'l Music.  
**RJD Records**, PO Box 12239, Las Vegas, NV, 89112, (702) 456-7724. Pres./CEO: Robert J. DiMaggio.  
Label(s): (Owned) RJD, Slack.  
**RMM Records & Video Corp.**, 568 Broadway, Ste. 806, New York, NY, 10012, (212) 925-2828. Fax: (212) 925-6154. CEO: Ralph Mercado; Prodn. Mgr.: Elena Martinez; Nat'l Retail Mgr.: David Diaz; Dir., Publicity: Debra A. Mercado; Dir., Int'l Bus. Affairs: Carlos M. Gutierrez.  
Office(s): 3952 N. Lincoln Ave., Chicago, IL, 60613, (312) 281-1141. Fax: (312) 281-1141; 11365 Ventura Blvd., Ste. 155, Studio City, CA, 91064, (818) 753-9696. Fax: (818) 753-9766; 8880 NW 20th St., Ste. A, Miami, FL, 33172, (305) 593-6252. Fax: (305) 593-0246; 124 W. Mulberry St., Ste. 1, San Antonio, TX, 78212, (210) 733-3806. Fax: (210) 733-3806; 1001 Ave. Ponce De Leon, Para Da 15, Santurce, PR, 00907, (809) 725-4325. Fax: (809) 721-5395.  
Label(s): (Owned) RMM, RMM Merengazo, Soho Sounds, Sonoro, Tropi Jazz, (Distributed) Bat, Bellaphon, King, PolyGram, Prodisc, Sony.

**R-M Records**, 920 McArthur Blvd., Warner Robins, GA, 31093, (912) 923-6533. Owner/Mgr.: Ray H. Melton; Mgr.: George Lovell; Producer: Bob Grady.  
Label(s): (Owned) R-M.  
**R.O.I.R./Reachout Int'l Records, Inc.**, 611 Broadway, Ste. 411, New York, NY, 10012, (212) 477-0563. Fax: (212) 505-9908. Pres./Managing Dir.: Neil S. Cooper; Vice Pres. Domestic Sales: Lucas Cooper. Office Mgr.: Ingrid Tejada; A&R, Retail, Radio: Marcus Green.  
Label(s): (Owned) ROIR, (Distributed) France's Concerts, Lagoon Reggae, New Rose Blues, ROIR Europe, Windsong UK BBC in Concert.  
**ROM Records (Div. of Treasure Trove, Inc.)**, 2052 Broadway, Santa Monica, CA, 90404, (310) 828-4487. Fax: (310) 828-1584. Pres.: Keith Holzman.  
Label(s): (Owned) ROM.  
**R & R Records, Inc.**, 521 Fifth Ave., 17th Fl., New York, NY, 10175, (212) 757-3638. Pres.: Rena L. Feeney; Vice Pres.: William F. Feeney; Sec.: William A. Feeney; Treas.: Chris S. Feeney.  
Label(s): (Owned) Factory Beat.  
US Reps.: Win Record (Long Island City, NY); Pearl Record Dist. (Brooklyn, NY).  
**RSO Records, Inc.**, 122 E. 42nd St., Ste. 810, New York, NY, 10168, (212) 975-0700. Chrmn.: Robert Stigwood.  
**R.T.P. Int'l**, 180 Pond St., Cohasset, MA, 02025, (617) 383-9494. A&R: Rik Tinony, Claire Babcock, Richard Tinony, Jr.  
Label(s): (Owned) R.T.P. Int'l, Sequel.  
**RTV Communications**, 302-B Lewis Lane, Dania, FL, 33004, (305) 922-8020. Fax: (305) 922-7640. Pres./A&R: Robert W. Schachner.  
Label(s): (Owned) Dyno Polkas, Gateway Recordings, New Age Music, Spolite, Who's Who in Jazz, (Distributed) No Hang Ups.  
US Reps.: D.N.A. (MA).  
**RVCD**, 330 W. 108th, #2, New York, NY, 10025, (212) 316-1062, (800) 448-7823. Owner: Roland Vazquez; Sr. Vice Pres.: Susan Botti.  
**Rabadash Records, Inc.**, PO Box 19384, New Orleans, LA, 70119, (504) 486-7625. Fax: (504) 484-7529. Contact: John G. Autin.  
**Radiola/Sandy Hook Records**, PO Box C, Sandy Hook, CT, 06482, (800) 243-0987. Fax: (203) 797-0819. Contact: Craig Gallichotte.  
Label(s): (Owned) Radiola, Sandy Hook.  
**Rag Baby Records**, PO Box 193316, San Francisco, CA, 94119, (415) 486-2052. Fax: (510) 486-2015. Co-Owners: Bill Belmont, Joe McDonald.  
Label(s): (Owned) Tape Talk.  
**Railroad Records**, 1231 Druid Pl., NE, Atlanta, GA, 30307, (404) 522-3725. Fax: (404) 525-7182. Pres.: Paul Cornwell; Promo Dir.: Meredith Haun; Sales/Mktg.: Gregory B. Dubno.  
US Reps.: Carolin Records, Dutch East India (NY); Action Music (OH); M. S. Dist. (IL).  
**Rainmaker Records**, 6138 Llano, Dallas, TX, 75214, (214) 823-3744. Fax: (214) 823-5864. Partner, Dir. A&R: Mike Swinford; Partner, Artists Mgmt.: Paul Nugent; Partner, Info. Mgmt.: David Sirbasky; Sales Mgr.: Rob Leverette.  
**Rains Recording Co.**, 1092 Flanagan St. Rd., Winchester, KY, 40391, (606) 744-7921. Owner/Mgr.: Jack O. Rains; Prod.: Mary B. Rains; Prod. Promos.: L. Hodges; A&R: Claude Frisby.  
Label(s): (Owned) Buttila, Nashville Allstar, Needle-Mate, Reka.  
**Ramex Records, Inc.**, 208 S. Milby St., Houston, TX, 77003, (713) 223-3591. Fax: (713) 223-4329. Pres.: Emilio V. Garza; Gen. Mgr.: Javier Cuevas; Sales/Promos. Mgr.: Victor Paniagua; Exec. Sales: Isabel Salazar.  
**Rampart Records (Division of Gordo Enterprises)**, 255 N. New Hampshire Ave., Los Angeles, CA, 90004, (213) 384-9586. Fax: (213) 384-0411. Owner/Gen. Mgr.: Edward L. Davis.  
Label(s): (Owned) Rampart.  
**Rap-A-Lot Records**, 12337 Jones Rd., Ste.100, Houston, TX, 77070, (713) 890-8486. Fax: (713) 890-5363. Controller: Bruce Toval; Sales Dir.: Mike Mack; Mktg. Dir.: Leroy Robinson.  
**Bill Rase Productions, Inc.**, 955 Venture Ct., Sacramento, CA, 95825, (916) 929-9181. Fax: (916) 929-4751. Owner: Shirley Rase; Pres.: Bill Rase; Prodn. Mgr.: Esther Marcroft.  
Label(s): (Owned) Esar.  
**Rasperry Records**, 3472 Cronell Pl., Cincinnati, OH, 45220, (513) 281-2945.  
**Rastascan Records**, PO Box 3073, San Leandro, CA, 94578, (510) 357-4382. Fax: (510) 357-9323. Owner: Gino Robair.  
Label(s): (Owned) Rastascan, (Distributed) Advance.  
US Reps.: North Country (NY); City Hall (CA).  
**Rave On Productions/Records/Interactive**, 50 Park Terrace East #3E, New York, NY, 10034, (212) 942-2463. Fax: (212) 942-6011. Pres.: Frank Migliorelli; Vice Pres.: Gene Campanelli; Radio/Promos.: Liza Parker; Prodn.: Fred Drachus.  
**Raven Music Co.**, 12055 First Ave. NW, Seattle, WA, 98177, (206) 367-0736. Pres.: Ron Ellis; Permissions Dept.: Nancy J. Ellis.  
**Raven Recording**, 744 Broad St., #1815, Newark, NJ, 07102, (201) 642-7942. Fax: (201) 621-2185. CEO: Robert Ansell; Pres.: Gabrielle Roth.  
Label(s): (Owned) Raven.  
**Razor & Tie Music L.P.**, 214 Sullivan St., Ste. 4A, New York, NY, 10012, (212) 473-9173. Fax: (212) 473-9174. Co-Owners: Craig Balsam, Cliff Chenfeld; Sales: Mike Rosenberg; Promo: Seth Brandler.  
Int'l Reps.: Koch Int'l.

**Razzamajazz**, 3700 Linden Dr., Arlington, TX, 76017, (817) 572-5016. Fax: (817) 478-1843. Owner: Jon Stutler.  
Label(s): (Owned) Razzamajazz.  
**Re-Bop Records**, 31 Hebert Rd., Montpelier, VT, 05602, (802) 223-7911. Fax: (802) 229-1834. Owners/Producers: Stephen McArthur, Diana Winn Levine.  
Int'l Reps.: A&M/Polygram (CA).  
**Real Music**, 85 Libertyship Way, Ste. 207, Sausalito, CA, 94965, (415) 331-8273. Fax: (415) 331-8278. Pres.: Terence Yallop; Exec. Vice Pres.: Gary L. Chappell; Dir., Mktg.: Annie Sammis; Dir. Sales/Opns.: Rick Jeffery.  
**Rebel Records**, 3646-3 Aerial Way Dr., Roanoke, VA, 24018, (703) 343-5355. Fax: (703) 343-3240. Owner: David Freeman; Prodn/Promo: Gary B. Reid.  
Label(s): (Owned) County.  
**The Record Co.**, PO Box 35022, Los Angeles, CA, 90035, (213) 655-9461. Pres.: Steve Angelica.  
**Record-Rama Sound Archives**, 4981 McKnight Rd., Pittsburgh, PA, 45237, (412) 367-7330. Fax: (412) 367-7388. Owner: Paul C. Mawhinney.  
Label(s): (Owned) Ideal, Impala, VAL, (Distributed) Big Dalton.  
**Red Horse Productions/Revolver Records**, PO Box 158304, Nashville, TN, 37215, (615) 670-6129. Fax: (615) 670-6703. Mgr.: Jean Cramer.  
Label(s): (Owned) Red Horse, Revolver.  
US Reps.: United Record (TN).  
Int'l Reps.: Int'l Record (Italy); Bear Family (Germany); Silver Sounds (U.K.).  
**Red House Records, Inc.**, 720 Washington Ave. SE, Ste. 202, Minneapolis, MN, 55414, (612) 379-1089. Fax: (612) 379-0945. Pres.: Bob Feldman; Operations Mgr.: CW. Fymire.  
Label(s): (Owned) Red House.  
US Reps.: Koch Int'l (NY).  
**Red Onion Records**, PO Box 366, Dayton, OH, 45401, (513) 222-2413. Fax: (513) 227-3079. Pres.: Gene Mayl; Vice Pres.: Sharon Mayl; Sales Mgr.: George Ellis.  
**Red Rocket Records, USA**, 213 12th Ave. E, Seattle, WA, 98102, (206) 322-2154. Fax: (206) 324-8124. Dir., A&R: Curtis Crawford.  
Label(s): (Owned) B.F.D. Global Music, Mini Hap.  
**Red Rover Records**, PO Box 124, Lake Bluff, IL, 60044, (708) 615-0366. Fax: (708) 615-0471. Owner: Fred Koch.  
Label(s): (Owned) Red Rover.  
US Reps.: Melody House (OK).  
**Redeem Records**, 106 Dudley St., Warner Robins, GA, 31093, (912) 328-0795. Fax: (912) 929-3106. Pres.: Linda Bell; Pub. Rel. Dir.: Steve Morris; Artist Mgmt.: Kenneth Reeves.  
US Reps.: Central South, Select-O-Hits (TN); Spring Arbor (MI); Salisbury Dist. (MD); M.S. Dist. (IL).  
Int'l Reps.: Kingsway Music (UK).  
**Redeye Records**, PO Box 62, Saint Joseph, MO, 64502, (816) 233-6778, (816) 593-2353. Pres.: W.D. Morgan; Vice Pres.: Jeffrey Battle; A&R: Robert B. "Buck" Orr; Mktg./Admin. Asst.: Cecelia Sten.  
Label(s): (Owned) Redeye.  
**Redwood Records/Redwood Cultural Work**, 1222 Preservation Pkwy., Oakland, CA, 94612, (510) 835-1445. Fax: (510) 835-1459. Exec. Dir.: Susan Freundlich; Gen. Mgr.: Cynthia Frenz; Dir., Recording: Sue Brown.  
US Reps.: Bayside (CA); D.N.A. (MA); Encore (CO); Silo (VT).  
**Reference Recordings Ltd.**, 580 Crespi Dr., Unit I, Pacifica, CA, 94044, (415) 355-1892. Fax: (415) 355-1949. Pres.: J. Tambllyn Henderson, Jr.; Mktg. Dir.: Marcia Gordon Martin; Technical Dir.: Keith O. Johnson.  
Label(s): (Owned) Reference Mastercuts, Reference Recordings.  
US Reps.: Encore (CO); Titus Oaks (CT).  
**Rego Irish Records, Tapes & Videos**, 64 New Hyde Park Rd., Garden City, NY, 11530, (800) 854-3748. Fax: (516) 354-7768. Pres.: Patrick Noonan; Mgr.: Vincent Mitchell.  
Label(s): (Owned) Colleen, Rebo.  
**Reiter Records Ltd.**, 308 Penn Estates, East Stroudsburg, PA, 18301, (717) 424-9599. Pres.: Andrea B. Reiter; Vice Pres. A&R: Tito Batista; Vice Pres. Business Aff.: Stewart Rosenblum.  
**Release Records**, PO Box 234, Saint Louis, MO, 63166. Pres.: Bob J. Bax; Exec. Vice Pres./Mktg.: Paul J. Bax.  
Label(s): (Owned) Blue Brass, Release.  
**Relic Record Productions, Inc.**, PO Box 572, Hackensack, NJ, 07602, (201) 342-6475. Fax: (201) 342-5954. Co-Owners: Donn Fileti, Edward Gries.  
Label(s): (Owned) Relic, (Distributed) Clifton, Crystal Ball.  
**Relix Records, Inc.**, PO Box 98, Brooklyn, NY, 11229, (718) 258-0009. Pres.: Leslie D. Kippel.  
US Reps.: RED, Alliance Group (NY); Rounder (MA).  
**Renegade Records**, 814 Conti St., New Orleans, LA, 70112, (800) 800-0550. Pres.: Steve Valentino; A&R: David Valentino.  
**Reprise/Warner**, 3300 Warner Blvd., Burbank, CA, 91510, (818) 953-3750. Fax: (818) 953-3211. Pres.: Lenny Waronker; Sr. Vice Pres. Mktg./Promo: Russ Thyret; Sr. Vice Pres. Black Music Mktg: Ray Harris; Sr. Vice Pres./Dir. Promo: Rich Fitzgerald.  
**Reprise Records (Warner Brothers Records)**, 20 Music Sq. E., Nashville, TN, 37203, (615) 320-7525. Fax: (615) 327-4252. Pres.: Jim Ed Norman; Vice Pres., Sales: Neal Spielberg.  
**Reptile Records**, PO Box 121213, Nashville, TN, 37212, (615) 331-7400. Pres./A&R: Scott Tutt; Promos.: Sunny Richards.  
Label(s): (Owned) Reptile Records.  
US Reps.: Select-O-Hits, Music City Rec. Dist., United (TN); Venus (NY).  
**Resounding Records**, 3001 S. Federal Blvd., Denver, CO, 80236, (303) 331-2414. Pres.: Rich Harris.



- Restless Records**, 1616 Vista Del Mar, Hollywood, CA, 90028, (213) 957-4357. Fax: (213) 957-4355. Chrmn.: William Hein; Pres.: Joe Regis; Dir., Nat'l Publicity: Michelle Roche; Mktg. Mgr.: Lyndsey Parker; Int'l/BUS. Affairs: David Gerber; Promo/Mktg.: Rich Schmidt; A&R/Publicity: Liz Garo; Sales: Glen Fichtenberg. Label(s): (Owned) Restless, (Distributed) Clean, Hot, K.K., Medium Cool, On-U Sound, Red Decibel, Spanish Fly, Twin/Tone, Vengeance. US Reps.: A.D.A. (CA).
- Int'l Reps:** Cargo (Canada); Shock (Australia); Toy's Factory (Japan); Roadrunner (Brazil); Vital (UK); Alternation/Intercord (Germany); Media 7 (France); MNW (Scandinavia); Caroline (Spain); Dischi Ricordi (Italy); Play It Again (Belux); Echo (Austria); C.O.D. Tuxedo (Switzerland); Penguin (Greece).
- Resurgent Music**, 146 S. Main St., Ste. 212, Orange, CA, 92668, (714) 939-1361. Fax: (714) 634-3926. Owner: Dan St. Marselle. Label(s): (Owned) Resurgent Music, (Distributed) International. US Reps.: Bayside (CA).
- Retrieve Records**, PO Box 1002, Asbury Park, NJ, 07712, (908) 223-6676. Pres./Owner: David H. Miller. Label(s): (Owned) Retrieve.
- Reunion Records**, 2910 Poston Ave., Nashville, TN, 37203, (615) 320-9200. Fax: (615) 320-1734. Exec. Vice Pres.: Melinda Scruggs; Dir., A&R: Chris Smith; Vice Pres., Mktg.: Rob Birkhead; Dir., Sales/Dist./Int'l: Ben Howard.
- Revels, Inc. (Revels Records)**, 1 Kendall Sq., Bldg. 600, Cambridge, MA, 02139, (617) 621-0505. Fax: (617) 621-1709. Bus. Mgr.: William H. Scheick; Dir., Mktg.: Kay Dunlap. US Reps.: D.N.A. (MA); Silo (VT).
- Revere Records**, 3479 NW Yeon Ave., Portland, OR, 97210, (503) 228-9430. Fax: (503) 228-5039. Pres.: Morris McClellan; Vice Pres.: Lewis Ross; CFO: Eleanor Ross. Label(s): (Owned) Revere, (Distributed) Earthtunes, MSP, Magic Music, Phileo, Soulo. US Reps.: Music Design, Silo, Real to Reel, Lifedance.
- Revonah Records**, Rte. 17 Quickway, Ferndale, NY, 12734, (914) 292-5965. Fax: (914) 292-2313. Owner: Paul Gerry; Gen. Mgr.: Patricia Gerry. Label(s): (Owned) Quickway Recording, Revonah, Studio 17, Tel-E-Vue.
- Rhino Entertainment Co.**, 10635 Santa Monica Blvd., 2nd Floor, Los Angeles, CA, 90025, (310) 474-4778. Fax: (310) 441-6575. CFO: Colin Beef; Pres.: Richard Foss; Sr. Vice Pres., Opns.: Brian Schuman; Sr. Vice Pres. A&R: Gary Stewart; Sr. Vice Pres., Mktg.: Neil Werde; Managing Dir.: Harold Bronson; Dir., Int'l Mktg.: Peter Pasternais; Vice Pres., Legal/Bus. Affairs: Robert Emmer. Label(s): (Owned) Forward, Rhino.
- Rhythm Safari**, 6430 Sunset Blvd., Ste. 900, Hollywood, CA, 90028, (213) 467-0151. Fax: (213) 856-4024. Pres.: Hilton Rosenthal; Mgr., Label Opns.: Magda Summerville. Label(s): (Owned) Rhythm Safari. US Reps.: Priority (CA).
- Rhythms Productions/Tom Thumb Music**, 8869 Venice Blvd., Los Angeles, CA, 90034, (310) 836-4678. Pres.: Ruth S. White; Vice Pres.: David O. White; Gen. Mgr.: Marjory W. Gandelman. Label(s): (Owned) Rhythms Productions, Tom Thumb, Watch Me Grow. Int'l Reps.: MARQFed Int'l (Philippines).
- Rice Records**, 1808 West End Bldg., Ste. 825, Nashville, TN, 37203, (615) 242-2461. Fax: (615) 327-0371. CEO: Jimmy Key; Pres.: Jack J. Key. Label(s): (Owned) Rice.
- Fred Rice Productions**, 48-780 Eisenhower Dr., La Quinta, CA, 92253, (619) 564-0559. Pres.: Fred Rice; Sec./Treasurer: Dorothy Rice; Sales Mgr.: Robert Rice. Office(s): PO Box 643 48-780 Eisenhower Dr., La Quinta, CA, 92253, (619) 564-4823. Pres.: Fred Rice. Label(s): (Owned) Amazing Grace Music, Startime Music, Western Americana, Yo-Yo Music.
- Richardson Records**, 1938 Baltimore Annapolis Blvd., Annapolis, MD, 21401, (410) 757-3733. Pres.: Charles A. Richardson. Label(s): (Owned) Richardson.
- Rico Records/Combo Records**, 747 Tenth Ave., New York, NY, 10019, (212) 247-6330. Fax: (212) 956-7554. Pres., A&R: Ralph Cartagena; Vice Pres.: Lisa Cartagena; Nat'l Radio Promo. Dir.: Derek Cartagena; Sales Dir.: Jose Luis Alvarez; Sales Reps.: Edwin Aviles, Fred Hernandez; Vice Pres./Nat'l Promo: Derek Cartagena; Nat'l Sales Dir./A&R: Lisa Cartagena; A&R/Urban Div. Dir.: Jeffrey Cartagena. Label(s): (Owned) Canomar, Combo, Hi-Tone, Mega, Neliz, Rico, Solo, Spanoram, (Distributed) Heaven. Int'l Reps.: Combo (PR); Discos Musart (Mexico); Sonolux (Colombia); Discos Manzana (Spain); OM Productions (Panama); Rica Discos (Netherlands); Clave Music (Switzerland); Disques Concord (France); Musica Tropical (Germany); Sweet Coco (Japan); Sica Peruana (Peru); Discorona (Venezuela).
- Ricochet Records Ltd.**, PO Box 587, Farmingville, NY, 11738, (516) 472-1219. Pres.: Andy Marvel.
- Ridge Runner**, 84 York Creek Dr., Driftwood, TX, 78619, (512) 847-8605. Fax: (512) 847-8833. Owners: Slim Richey, Francie Jo White. Label(s): (Owned) Flying High, Grass Mountain, Ridge Runner, Tex Grass.
- Riot Records**, 3210 21st St., San Francisco, CA, 94110, (415) 282-3600. Fax: (415) 282-1476. Chrmn.: Joel S. Turtle; Pres.: Ralph Tashjian; Vice Pres., A&R: Greg Kihn; Vice Pres., Promo/A&R: Greg Laniam.
- Ripete Records, Inc.**, 1111 S. Main St., Elliott, SC, 29046, (803) 428-3358. Fax: (803) 426-6434. Pres.: Marion E. Carter; Vice Pres.: Peter N. Smolen; Bus. Affairs: Karen F. Carter; Accts. Mgr.: Michael A. Farver. Label(s): (Owned) Carlen, Gold Nuggets, Retroactive, Ripete, Volume, (Distributed) Gold Coast, Rockin Robin. US Reps.: Select-O-Hits (TN); Big State (TX); Best Buy, Tracks/Blockbuster (GA).
- Ripsaw Record Co.**, 4545 Connecticut Ave. NW, Ste. 805, Washington, DC, 20006, (202) 362-2286. Pres.: Jonathan Strong. Label(s): (Owned) Ripsaw.
- Rising Sleeves Music**, Box 11181, Berkeley, CA, 94701, Owner: Joe Miller. US Reps.: Kicking Mule (CA), The Direct Co. (CT), Better Music Co. (CA), Batside Dist. (CA).
- Rising Sun Records**, 4 Van Devenille Rd., Great Barrington, MA, 01230, (413) 528-1953. Fax: (413) 528-1958. Pres.: Arlo Guthrie; Vice Pres.: Jackie Guthrie; Dist./Promo: Sue Devine. Label(s): (Owned) Rising Sun.
- Rising Star Records/Publishers**, 710 Lake View Ave. NE, Atlanta, GA, 30308, (404) 872-1431, (800) 247-3108. Fax: (404) 872-3104. Pres.: Barbara Z. Taylor; Vice Pres.: Marcia G. Shein; Promo/Artist Devel.: Lyndell Massengale. US Reps.: New Leaf (GA); Music Design (WI); Mill City (MN); Bassin (FL); Valley, Pyramid Dist. (CA); White Swan (CO). Int'l Reps.: New Sounds (Italy); Serenity Sound Dist. (Canada); Oasis (Spain).
- Rite-Off Records**, 412 N. Orange St., Selinsgrove, PA, 17870, (717) 374-0696. Fax: (717) 374-0858. Gen. Mgr.: Terry Selders. US Reps.: Sharkstooth (PA).
- River Music, Inc.**, Rt. 175, Blue Hill Falls, ME, 04615, (207) 374-2208. Fax: (207) 374-2082. Pres./A&R: Paul D. Sullivan; Vice Pres.: Jillson Knowles; Promos: Lisa M. Farrar. Label(s): (Owned) River Music. US Reps.: CRD (CA); Twinbrook (NY); Music Design (WI); Silo (VT).
- River North Records**, PO Box 25147, Nashville, TN, 37202, (615) 327-0770. Fax: (615) 327-0011. Pres.: Joe Thomas; Vice Pres./Gen. Mgr.: Eddie Mascolo; Vice Pres./Promo/Artist Devel.: Bobby Young; Project Coord.: Michelle Brown.
- River Records**, 800 SW Jefferson Ave., Peoria, IL, 61605, (309) 673-0075. Pres.: Ron C. Volz; Vice Pres. A&R: D. Scott Kramer; Sales/Promo: Jennifer Florida; Mktg.: Kevin Tompkins. Int'l Reps.: Christian Mktg. Canada Unlimited (Canada); GMI Music Partners BV (Europe); Christian Mktg. New Zealand (New Zealand); Christian Mktg. Pty. Ltd. (Australia); Marantha (South Africa).
- Rivera Records**, PO Box 1848, Orange, CA, 92668, (714) 639-0400. Fax: (714) 639-7523. Owner: Bob Rivera. US Reps.: City Hall (CA).
- Road Records**, 1024 16th Ave. S., Nashville, TN, 37203, (615) 742-4780. Fax: (615) 742-4787. Pres.: Jim Femino; Vice Pres.: Mike Moore; Dir., A&R: Mieke Appel; A&R Rep.: Beckey Badgett. Label(s): (Owned) Road.
- Roadrunner Records**, 536 Broadway, New York, NY, 10012, (212) 219-0077. Fax: (212) 219-0301. Pres.: Cees Wessels; Vice Pres./Gen. Mgr.: Doug Keogh; Dir., Mktg.: Derek Simon; Dir., Artist Devel.: Scott Givens; Dir., Artist Devel.: Peter Cooper; Dir., Sales: Jim Saliby; Dir., A&R: Howie Abrams; Dir., A&R: Jeff Pachman; Publicity: Susan Marcus; AOR Radio Promo: Mark Abramson; Retail Promo: Bob Johnson; W. Coast Promo: Kathie Reed; SE Promo: Susan Brown; Midwest Promo: Michael Rivers. US Reps.: RED (NY).
- Rock Dreams**, 364 Route 33, Mercerville, NJ, 08619, (609) 890-0808. Fax: (609) 588-8945. CEO: John Cardarelli; Mgr.: Robert Belviso; Buyers: James Minelli, John Bates. Label(s): (Owned) Rock Dreams.
- Rocky Mountain Records & Tapes**, 2525 Arapahoe Ave., Ste. C200, Boulder, CO, 80302, (303) 442-5630.
- Rococo Records, Inc.**, PO Box 695, Seal Beach, CA, 90740, (310) 594-6641. Fax: (310) 594-0041. Pres.: Rocco Spagnola; Dir., A&R: Kookie Wrigley, Jr.
- Rodell Records, Inc.**, 1750 E. Deere Ave., 2nd Floor, Santa Ana, CA, 92705, (714) 960-9447, (714) 531-5786. Fax: (714) 474-7954. Pres.: Adam Rodell. Label(s): (Owned) Club of Spade, Rodell.
- Rodven**, 3191 Coral Way, Ste. 110, Miami, FL, 33145, (305) 442-7273, (305) 592-7055. Fax: (305) 445-7434. Vice Pres./Gen. Mgr.: Oscar Lloyd; Exec. Vice Pres.: Jose Martinez. Office(s): 10715 Gulfdale, Ste. 275, San Antonio, TX, 78216, (210) 342-9574. Fax: (210) 342-3917; 6255 Sunset Blvd., Ste. 606, Hollywood, CA, 90028, (213) 469-9565. Fax: (213) 469-9938; 1707 69th St., Ste. 317, North Bergen, NJ, 07087, (201) 868-2696. Fax: (201) 868-3197; 1607 Ave. Ponce De Leon, Ste. 109, Santurce, PR, 00909, (809) 725-6976. Fax: (809) 725-9253. Label(s): (Owned) RTP, (Distributed) Love, Sonorodven, Tejano Discos, Unico, WEA Int'l Latin.
- Roesch Records**, 25-13 Old Kings Hwy. N., Ste. 272, Darien, CT, 06820, (203) 838-5023. Fax: (203) 838-0337. Owner: Joe Roesch; Vice Pres.: Sable Roesch. US Reps.: Twinbrook (NY); City Hall (CA); Rock Bottom (FL); Action (OH).
- Roll On Records**, 112 Widmar Pl., Clayton, CA, 94517, (510) 672-8201. Contact: Edgar J. Brincat.
- Rooster Blues Records**, 232 Sunflower Ave., Clarksdale, MS, 38614, (601) 627-2209. Fax: (601) 627-9861. Co-Owners/Producers: Jim O'Neal, Patricia Johnson; Vice Pres., Mail Order Sales: Julie Buchanan; Vice Pres., Design/Catalogue Dept.: Colin Buchanan. Label(s): (Owned) Okra-Tone, Rooster Blues, (Distributed) Airwax, Southern Culture, Wilco. US Reps.: Rounder Records (MA).
- Roper Records, Inc.**, 45-15 21st St., Long Island City, NY, 11101, (718) 786-2401. Pres.: Franc Peri. Label(s): (Owned) Roper.
- Rosemary Melody Line Records**, PO Box 1078, Vineland, NJ, 08360, (609) 696-0943. Pres.: Dennis Link; A&R: Greg Giannascoli; Mktg.: Jay Wilson. Label(s): (Owned) Wind Rose.
- Rotten Records**, PO Box 2157, Montclair, CA, 91763, (909) 624-2332. Fax: (909) 624-2392. Pres.: Ron Peterson; Vice Pres.: Spike Cassidy; Press/Video Promo. Mgr.: Cheryl Zazlow, Radio/Retail Promos. Mgr.: Mark Marshall.
- Rough Luxury**, 1156 Forest Ave., New York, NY, 10458, (718) 617-4783. Fax: (718) 617-4832. A&R: C. McRae. Label(s): (Owned) New World Order.
- Roughrider Entertainment, Inc.**, PO Box 56742, Sherman Oaks, CA, 91413, (818) 995-3468. Fax: (818) 995-7342.
- Round Flat Records**, 63 Lennox Ave., Buffalo, NY, 14226, (716) 838-2544. Fax: (716) 838-2544. Pres.: Curt Ippolito.
- Round River Records**, 301 Jacob St., Seekonk, MA, 02771, (508) 336-9703. Fax: (508) 336-2254. Pres.: Deborah Block; Vice Pres.: Bill Harley; Office Mgr.: Jane Bendavid. Label(s): (Owned) Round River. US Reps.: Alcazar (VT); A&M (CA).
- Round Robin Records**, 101 Hurt Rd., Hendersonville, TN, 37075, (615) 824-5900. Fax: (615) 824-8800. Pres.: Jim Pierce. Label(s): (Owned) Round Robin, Strawberry, Strawboss.
- Rounder Records Group**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owners: Marian Leighton Levy, Bill Nowlin, Ken Irwin; Gen. Mgr.: Duncan Browne; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul; Contact: Michael Dunford. Office(s): PO Box 17 04 42, Frankfurt am Main, D-60078, Germany, Dir.: Goltz A. Wornor; 8-14 St. Pancras Way, London, NW1 0QG, United Kingdom, Dir.: Nick Gold. Label(s): (Distributed) American Clave, Black Top, Bullseye Blues, Clean Cuts, Corason, Daring, Heartbeat, Lucky Seven, Messidor, Rooster Blues, Tone Cool, Varrick, World Circuit.
- Rowena Records**, 195 S. 26th St., San Jose, CA, 95116, (408) 286-9840. Fax: (408) 286-9845. Owners: Gracie J. O'Neal, Jeannine O'Neal. Label(s): (Owned) Rowena.
- Royal Records**, PO Box 5368, Buena Park, CA, 90622, (714) 522-2383. Pres.: Jerry Smith. Label(s): (Owned) Melodee Music, Royal, Royal King Music, Royal Recording Co., Royal Records of America, Royal Records Int'l.
- Ruby Red Records**, 13126 Trail Hollow Dr., Houston, TX, 77079, (713) 781-5313. Producer: C. Lee Johnson.
- Rumrunner Records**, PO Box 11841, Fort Lauderdale, FL, 33339, (305) 561-4883. Fax: (305) 537-9048. Pres.: Greg Aliferis.
- Run River Records**, 2801 Rodeo Rd., Ste. B-570, Santa Fe, NM, 87505, (505) 438-8022. Fax: (505) 473-4718. Pres.: Larry Feinstein.
- Rural Rhythm Records**, 6012 N. Agnes Ave., Temple City, CA, 91780, (818) 286-9188. Pres.: Sam Passamano, Jr. Label(s): (Owned) Rural Rhythm. US Reps.: Uncle Jim's (CA).
- Rustron Music Productions**, 1156 Park Ln., West Palm Beach, FL, 33417, (407) 686-1354. Exec. Dir.: H. Rusty Gordon; Dir., A&R/Creative: Ronald Caruso; Bus. Mgr.: Davilyn Whims; Studio Dir.: Kevin Reeves. Office(s): 33 Whittier, Poets Corner, Hartsdale, NY, 10530, (914) 761-3025. Label(s): (Owned) Rustron, Whimsong, (Distributed) Atma Spheres, Benthic, Black Dog, CMR, C & S, Catalyst, Cosmic Wood, Florida Daze, GBP (Gary Barth Prods.), GJP (Gordon Johnson Prods.), Marcus, Mermaid, Moon Fox, PRMC, RCP, RVP, Road House, Shock, Silver Stream, Soul Inspiration. US Reps.: Lady Slipper (NC); Alhambra (FL). Int'l Reps.: Sonoexit, FM Cintos y Discos (Colombia).
- Ruthless Records**, 21860 Burbank Blvd., Ste. 100, Woodland Hills, CA, 91367, (818) 710-0060. Fax: (818) 710-1009. Pres.: Eric Wright; Gen. Mgr.: Jerry Hutter; Asst. to Gen. Mgr.: Gary Ballen; A&R Rep.: Terry Helier.
- Rutledge Records**, PO Box 526, Fort Lauderdale, FL, 33302, (305) 584-0237. CEO: Johnnie Rutledge; Corp. Exec./Vice Pres.: Bonny Rutledge.
- Rykodisc**, Pickering Wharf, Bldg. C, Salem, MA, 01970, (508) 744-7678. Fax: (508) 741-4506. Pres.: Don Rose; Vice Pres.: Sales/Mktg.: Bob Carlton; Dir., Mktg.: John Hammond; Prodn. Mgr.: Traci Swartz; Dir., Promo: Michael Sylvia; Dir., Publicity: Carrie Svingen. Office(s): 530 N. Third St., Minneapolis, MN, 55401, Vice Pres./CFO: Robert Simonds, Dir., Sales: Jim Bradt; Suburban Sq., Ste. 500, Ardmore, PA, 19003, Vice Pres. Bus. Affairs: Arthur Mann, Dir. Bus. Affairs: Paul Dickman. Label(s): (Owned) Gramavision, Hannibal, Speedo, (Distributed) Tried & True. US Reps.: The REP Co. (MN).



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- SFL Tapes & Discs**, PO Box 120316, Nashville, TN, 37212, (615) 356-4684. Fax: (615) 356-4666. Pres.: John Lomax, III. Label(s): (Owned) SFL.  
Int'l Reps.: Massive Records (Australia).
- SRI Records Group**, 120 Golden Isles Dr., Hallandale, FL, 33009, (305) 458-1225. Fax: (305) 458-2208. Pres.: Shelly Liebowitz; Vice Pres., A&R: Stan Silverberg; Dir., Promo.: Dennis McSherry; Dir., Acquisitions: Peter Marino. Office(s): 205 1/2 S. Doheny Dr., Beverly Hills, CA, 90211, (310) 275-6819. Fax: (310) 275-3777. Vice Pres., W. Coast: Stan Silverberg; 49 W. 24th St., New York, NY, 10010, (212) 727-1114. Fax: (212) 633-9017. Dir., NY Office: Steven Stein. Label(s): (Owned) CMS Music, Flamingo, SRI, (Distributed) Bergetta Music, Santa Fe.  
US Reps.: SRI Dist.
- S.T. PO Box 1, Lawndale, CA, 90260, (310) 430-2077. Fax: (310) 430-7286. Owner: Greg Ginn; Label Mgr.: Ron Coleman; Publicist: Andy Dunkley.**  
Label(s): (Owned) Cruz, Issues, New Alliance, SST.
- S.W. & A. Associates, Co.**, 953 Highway 51, Madison, MS, 39130, (601) 856-7468. Vice Pres./A&R: Style Wooten. Label(s): (Owned) Pretty One, Recording Cooperative, S.W. & A., Style, Styleway, Thee One, Wooten.
- Sabteca Records**, PO Box 10286, Oakland, CA, 94610, (510) 465-2805. Pres.: Bernard D. Herring; Mktg.: Duane Herring; A&R: Sean Herring.  
Label(s): (Owned) Andre Romare.
- Sage Arts**, 14311 Stehr Rd., Arlington, WA, 98223, (206) 691-5203. Bus. Mgr.: Warren Argo; Office Mgr.: Kelly O'Brien; Contracts Officer: Cindy Hartman.
- Sahara Records & Filmworks Int'l**, 117 W. Harrison Bldg., Dept. S-627, Chicago, IL, 60605, (800) 874-5799. Fax: (317) 549-9007. Pres./CEO: Edward De Miles; A&R Dir.: Greg Payne; Vice Pres./Mktg.: Dwayne Woolridge.  
Label(s): (Owned) Sahara, Sahara Dance Tracks, Sahara Jazz.  
US Reps.: EDM-Sahara (IN).
- SalSoul Records**, 16 E. 40th St., New York, NY, 10016, (212) 951-3029. Fax: (212) 951-2332. Int'l A&R: Glen LaRusso. Label(s): (Owned) Bethlehem Jazz, Double J, SalSoul.
- San Juan Music Group Ltd.**, 499 Ernsford Rd., Parlin, NJ, 08859, (908) 727-7200. Fax: (908) 727-7240. Pres.: Jay Chernow; Vice Pres.: Michael Chernow; Sec./Treasurer: Eileen Chernow.
- Sand Hand Records, Inc.**, 3703 Edgewood Rd., Baltimore, MD, 21215, (301) 542-2583, (301) 466-0188. CEO, Pres.: D. Christopher Johnson; Vice Pres.: Dana Johnson; P.R. Pres.: Avis Johnson; A&R Pres.: Brad C. Kapton; Vice Pres. A&R: Christopher David.  
Label(s): (Owned) Sand Hand Jazz, Ltd., (Distributed) Christopher David III Prods., Unisex + 6.
- Sanity Check Music, Inc.**, 611 Manassas Ave., Front Royal, VA, 22630, (703) 636-7587. Pres.: Blue; Pres. B.S.C.: Erik Mielzarek; Publicist: Amy Jett.  
Label(s): (Distributed) American, B.S.C.
- SARG Records**, 311 E. Davis St., Luling, TX, 78648, (210) 875-3350. Fax: (210) 875-9362. Owner: Charlie Fitch.  
Label(s): (Owned) Double A, Rattler, SARG.
- Saturn Records**, 1 Dormont Sq., Pittsburgh, PA, 15216, (412) 343-5222. Fax: (412) 341-0889. Pres.: Tom Cossie; Opns. Mgr./A&R: Jim Quinn; Int'l A&R: Otto Neuber; Admin.: Karin Tomcik.  
Label(s): (Owned) Prime Time, (Distributed) Culture Clash.  
US Reps.: Saturn Records (PA).
- Savoy Records**, 1123 Broadway, Ste. 507, New York, NY, 10010, (212) 529-3155. Fax: (212) 677-3229. Exec. Dir.: Rev. Milton Biggum; Dir. Nat'l Promos.: Teresa Hairston.
- Scarface Records**, 1611 Telegraph Ave., Ste. 602, Oakland, CA, 94612, (510) 834-9188. Fax: (510) 834-9186.
- Scene Productions/Purple Haze Music**, PO Box 1243, Beckley, WV, 25802, (304) 252-4836. Pres.: Richard L. Petry; A&R Dir.: Carol Lee.  
Label(s): (Owned) Country Bridge, Rising Sun.
- Don Schafer Promotions, Inc.**, Rt. 1, PO Box 11, West, TX, 76691, (817) 826-4500. Exec. Dir.: Don Schafer; Pub. Rel. Dir.: Rob Landrum; Professional Mgr.: Bobby Schofer; Agent: Greg Picha.
- Jan Scobey's Hot Jazz**, 10755 Bachelor Valley Rd., Witter Springs, CA, 95493, (800) 872-6239. Fax: (707) 275-2777. Pres./Owner: Jan Scobey; Mgr.: Eugene Paleno.  
Label(s): (Owned) Jansco, Ragtime, (Distributed) Goodtime Jazz, Heritage, Stomp Off.
- Score Productions, Inc.**, 3353 Peachtree Rd., Ste. 220, Atlanta, GA, 30326, (404) 266-8990. Fax: (404) 266-8683. Pres.: Robert A. May; Exec. Vice Pres.: John Schneider; Exec. Vice Pres., Special Markets: Michael Mjehovich; Acct. Supvr.: Gary Eaton.  
Label(s): (Owned) Buckhead Music & Film, The Comedy Label, Small Wonder, (Distributed) Brunswick.  
US Reps.: Wood Knapp & Co. (VA).
- Scorpio Music, Inc.**, 2500 E. State St., Trenton, NJ, 08619, (609) 890-6000. Fax: (609) 890-0247. Pres.: John Gervasoni; Gen. Mgr.: Steven Parelman.
- Scott Associates**, 7 Linda Ln., Plainville, NY, 11803, (516) 938-2329. Pres.: Scott Edward; A&R Dir.: Lisa Edward.
- Scott Brothers Records**, 2114 Pico Blvd., Santa Monica, CA, 90405, (310) 450-3193. Fax: (310) 452-9053. Chrmn.: Anthony J. Scotti; Pres.: Myron Roth; Exec. Vice Pres.: Ben Scotti; Pres./Street Life Records: Chuck Gullo; Pres., Int'l: Johnny Musso.  
Label(s): (Owned) Rock 'N' Roll, Street Life.
- Scrutchings Music**, 429 Homestead St., Akron, OH, 44306, (216) 733-8529. Pres.: Walter E. L. Scrutchings.
- Sea Breeze Record Co.**, PO Box 11267, Glendale, CA, 91226, (818) 242-2093. Owner: Danny Behar; Prodn. Mgr.: Robert Coomber; Promo. Mgr.: Alex Iles.  
Label(s): (Owned) Night Life, Walrus.
- Sea Cruise Productions, Inc.**, PO Box 1675, Gretna, LA, 70054, (504) 392-4515. Fax: (504) 392-4512. Pres.: Ken Keene; Vice Pres.: Frankie Ford.  
Label(s): (Owned) Briarmeade, Burlap, (Distributed) Stardust.
- Secret Records**, 545 Eighth Ave., Ste. 401, New York, NY, 10018, (212) 330-0422. Contact: Jon Maye.
- Dave Segel Promotions**, 5948 Little Brook Way Dr., Columbus, OH, 43232, (614) 755-9996. Fax: (614) 755-9435. Pres.: Dave Segel.
- Select Records**, 16 W. 22nd St., New York, NY, 10010, (212) 691-1200. Fax: (212) 691-3375. Pres.: Fred Munao; Vice Pres./Gen. Mgr.: Ed Simek; Vice Pres., Mktg./Promo.: Wyatt Cheek.  
Label(s): (Owned) Active, Select, Select Street.
- Select of San Francisco**, PO Box 880761, San Francisco, CA, 94188, (415) 824-2435. Pres.: Raymond B. Simmons.
- Selig Productions, Inc.**, 1243 College Ave., Ste. 1, Bronx, NY, 10456, (718) 992-1482. Fax: (718) 992-1521. Pres.: Tyrone C. Giles; Managing Dir.: Roberta Beckett; Rap A&R Dir.: Sean T. Penon; Rap A&R: Issac Clemente.  
Label(s): (Owned) Mac Whirl, Selig.
- Ralph L. Seltzer**, 1751 Draper Valley Rd., Selma, OR, 97538, (503) 597-2161. Owner: Ralph Seltzer; Office Mgr.: M. Walther.
- Senator Records**, 818 18th Ave. S., Nashville, TN, 37203, (615) 242-1511. Fax: (615) 255-7200. Chrmn./CEO: Jack McFadden; Pres.: Stan Barnett; Vice Pres./Sec./Treas.: V.J. McFadden.
- Serene Sounds**, 1155 W. 103rd, Dept. 206, Kansas City, MO, 64114, (816) 942-6233. Owner: Ester Kreek.
- Serenity Records**, 180 W. 25th St., Upland, CA, 91784, (714) 981-2318. Fax: (714) 981-6986. Owner: Jim Moeller; Promos.: Ken Moeller.  
Label(s): (Owned) Serenity, (Distributed) Li-Sem/Daniel Kobialka.
- Serpentine Records**, PO Box 1452, West Chester, PA, 19380, (610) 429-4672. Fax: (610) 429-4672. Managing Dir.: Lawrence Ough.
- ShadowLight Records**, 9900 Tagus St., Ste. 25, Pico Rivera, CA, 90660, (310) 699-2450. Fax: (213) 462-0556. Dir.: Ron Hart; Dir.: George Landress.  
Label(s): (Owned) ShadowLight.
- Shake 'N' Bake Records, Inc.**, 111-58 145th St., Jamaica, Queens, NY, 11435, (718) 659-9631. Fax: (718) 659-6121. Pres.: Darnell Aiken; Exec. Vice Pres.: Anthony Anderson; Vice Pres.: Cynthia Aiken.  
Label(s): (Owned) SAB, Shake and Bake.
- Shanachie Entertainment Corp.**, 37 E. Clinton St., Newton, NJ, 07860, (201) 579-7763. Fax: (201) 579-7083. Pres.: Richard Nevins; Gen. Mgr./A&R: Randall Grass; Exec. Vice Pres./Devel.: R. Wayne Martin; Nat'l Dir., Mktg.: Lee Goldstein.  
Label(s): (Owned) Shanachie, Yazoo, (Distributed) Big Pop, Cachet.  
US Reps.: Discos Top Hits (FL); Koch Int'l (NY).
- Int'l Reps.: Larrikin, M.R. Acoustics (Australia); Music Box (Bermuda); World Music Sales (Canada); Topic, Shanachie Ent. (UK); Keltia Music (France); Silk Road Music (Hong Kong); Sony Music Ent., JVC (Japan); Spartacus, La Feria Del Disco (Mexico); Gallo (South Africa); Koch Int'l (Many Countries).**
- Shaolin Film & Records**, 860 E. 500 South, Ste. 15, Salt Lake City, UT, 84102, (818) 595-1253. Pres.: Situ Richard O'Connor; Vice Pres., A&R: Michelle McCarty; Tour Mgr.: Dave Hart.  
Label(s): (Owned) Shaolin Communications, Shaolin Film & Records, Shaolin Records.
- Sharon Productions, Inc.**, 10556 Arnwood Rd., Lake View Terrace, CA, 91342, (818) 890-0730, (818) 890-0977. Fax: (818) 899-4457. Pres./CEO: Joe Jones, Sr.; Owner: Dwayne Jones; Mgr./Mktg. Sales: Jennifer Jones; Mgr./A&R: Keith Jones, Ronald Jones; Dir.: Marion Jones; Talent Coord.: Detra Jones.  
Office(s): 2114 New Orleans St., New Orleans, LA, 70119, (504) 944-6075. Contact: Deborah Jones; 2635 DeSoto St., New Orleans, LA, 70119, (504) 944-7447. Contact: Jennifer Jones.  
Label(s): (Owned) Joe Fee, Fonky Stuff, Joe Jones, K-Dee-Dee, M&J, New Orleans, Old School Alternative.
- Sheffield Lab, Inc.**, 1253 Coast Village Rd., Santa Barbara, CA, 93108, (805) 969-4744. Fax: (805) 969-5640. Chrmn. of the Board: Doug Sax; Pres.: Oscar Ciornel; Artistic Dir.: Lincoln Mayorga; Sales Promo/A&R: Tom Volpe.  
Label(s): (Owned) Sheffield Lab.
- Shining Eagle Records**, 808 Alamo Dr., Ste. 007, Vacaville, CA, 95688, (707) 437-6228. Fax: (707) 447-7706. Pres., Vocal Div.: Danny Byram; Pres., Instrumental Div.: David Belt; Vice Pres., Instrumental Div.: Susan Belt; Vice Pres., Vocal Div.: Angela Byrum.  
Label(s): (Owned) Shining Eagle, (Distributed) New Season.  
US Reps.: New Day Christian Dist. (TN); DSM Producers (NY).
- Shoestring Records**, 1907 Central, Alton, IL, 62002, (618) 465-5619. Fax: (618) 465-7585. Pres./A&R: Howard E. Neal; Vice Pres.: Olivia Neal.  
Label(s): (Owned) Shoestring, (Distributed) Nikeda.
- Shore Records**, 2601-21 Cross Point Cir., Matthews, NC, 28105, (908) 888-1846, (704) 535-7872. Fax: (908) 888-1846. Dir., A&R: Paul A. Bonanni; Bus. Aff.: Lawrence Bonanni;
- Promos.: Christopher Barry; Admin.: Debbie Malysa.  
Label(s): (Owned) Shore.
- Showtime**, 513 14th St. NE, Washington, DC, 20002, (202) 397-6952. Exec. Pres.: C. Ables; Gen. Mgr.: B. Salles.  
Label(s): (Owned) Nice Sounds.
- Sierra Records**, PO Box 5853, Pasadena, CA, 91117, (818) 355-0181. Fax: (818) 793-5753. Pres.: John M. Delgatto; Mgr.: Dana Thorin.  
Label(s): (Owned) Sierra, Sierra Classical, (Distributed) Ranch.
- Silo, Inc.**, S. Main St., Waterbury, VT, 05676, (802) 244-5178. Fax: (802) 244-6128. Pres.: Joan Pelton; Sales/Mktg. Dir.: Arnie Ginsburg; Opns. Dir.: Bill Martin; Sr. Sales Rep.: Dave Lovald.
- Silver City Records, Inc.**, PO Box 463, Mountain Home, PA, 18342, (717) 595-2247. Fax: (717) 595-9220. Pres.: Peter Giustra.  
Label(s): (Owned) Silver City, Silver City Music Group, Storyville.  
US Reps.: Laurie (NY).
- Int'l Reps.: BMG (Europe); Sony Music (Canada).**
- Silver Wave Records**, PO Box 7943, Boulder, CO, 80306, (303) 443-5617. Fax: (303) 443-0877. Pres.: James Marienthal; Dir., Promo.: Greg Fisher; Fin. Mgr.: Mary Lowery; Sales Mgr.: Justine Ketola.  
US Reps.: Alliance Ent. Corp. (CT); Big State (TX); City Hall (CA); Encore Dist. (CO); MS Dist. (IL); Select-O-Hits (TN); Silo (VT).
- Int'l Reps.: Apra Folk (Spain); Eleusis (France); MR Acoustics (Australia); Renaissance (Taiwan); 99 Records (Germany); Universal Records (Philippines); Select (UK); Street Legal (New Zealand).**
- Sin-Drome Records Ltd.**, 21520 Strathern St., Canoga Park, CA, 91304, (818) 884-4888. Fax: (818) 884-3222. Pres.: Henry Marx; Vice Pres./Gen. Mgr.: Linda Fine; Finance/Export Mgr.: Carol Champagne.  
Label(s): (Distributed) CGR Productions, VIE.
- Sire Records**, 75 Rockefeller Plz., 21st Fl., New York, NY, 10019, (212) 275-4560. Fax: (212) 581-6416. Pres.: Seymour Stein; Vice Pres. A&R: Joe McEwen; Label Mgr.: Sandy Alouete; Gen. Mgr.: Karen Rooney; A&R Mgr.: Risa Morley.  
Office(s): 3300 Warner Blvd., Burbank, CA, 91510, (818) 953-3305. Fax: (818) 953-3306. Vice Pres./Managing Dir.: Howie Klein.
- Sisters' Choice Recordings & Books**, 704 Gilman St., Berkeley, CA, 94710, (510) 524-5804. Fax: (510) 528-9342. Owner: Nancy Schimmel; Permissions/Orders: Ruth Pohlman; Publicity: Candy Forst.  
Label(s): (Owned) Cassandra, Sisters' Choice.  
US Reps.: Children's Small Press Collection (MI); Silo Music Dist. (VT).
- Six-One-Five Records**, PO Box 110829, Nashville, TN, 37222, (615) 776-2060. Fax: (615) 776-2181. Owner: Bill Wence.  
Label(s): (Owned) Six-One-Five, Skyway.
- Skill Record Co.**, PO Box 653, Highland, TX, 77562, (713) 424-2335. Pres.: Slick Norris.
- Sky Records**, PO Box 724677, Atlanta, GA, 31139, (404) 419-1414. Fax: (404) 419-1230. Gen. Mgr./Dir., A&R: James Parker; Dir., Radio Promos.: Mike Kondo; Dir., Propaganda: Michelle Roche.
- Skyark Records**, 400 Kaywoody Ct., Raleigh, NC, 27615, (919) 870-1109. Fax: (919) 870-0720. Owner: Donald J. Grantham; A&R: Lenore H. Grantham.
- Skyline Records**, 512 Mansion Dr., Brentwood, TN, 37207, (615) 373-8300. Fax: (615) 373-1506. Pres.: Joel Gentry.  
Label(s): (Owned) Christian Faith, Christian Folk, Master, Sing, Skyline, Skyline Country, Temple.
- Smarty Pants Audio/Video**, 15104 Detroit Ave., Ste. 2, Lakewood, OH, 44107, (216) 221-5300. Fax: (216) 221-5348. COO/Pres.: S. Tirk; Vice Pres., Publicity: Andi Blain; Vice Pres., Mktg./Sales: R.G. Korp.  
Label(s): (Owned) Kiddy Time Audio/Video, S.P.I. Audio, Smarty Pants Audio/Video, Smarty Time Audio/Video.
- Smash Records**, 727 N. Hudson St., Ste. 100, Chicago, IL, 60610, (312) 751-0020. Fax: (312) 751-2483. Pres.: Marvin Gleicher; Mktg.: Mike Egan.  
US Reps.: Independent Label Sales (NY).
- Smithsonian Folkways Records**, 955 L'Enfant Plz. SW, Ste. 2600, MRC 914, Washington, DC, 20560, (202) 287-3424. Fax: (202) 287-3699. Dir., Mktg.: Brenda Dunlap; Curator: Anthony Seeger; A&R/Producer: Matt Walters; Music Licensing: Kevin Doran; Dir. Cass. Mail Order Div.: Dudley Connell.  
Label(s): (Owned) Cook, Folkways, Paredon, Smithsonian/Folkways.  
US Reps.: Koch Int'l (NY).
- Soaring Records**, 7474 NE Eighth Ct., Boca Raton, FL, 33487, (407) 391-0255. Pres./Sec./Treasurer: Marianne Stander; Vice Pres. A&R: M. Scott Stander.
- Socal Records**, 3175 Mt. Vernon Ave., Riverside, CA, 92507, (714) 788-8327. Pres.: Marshall Heaney.
- Sol Y Tierra Discos**, 1100 Montana Ave., Ste. 204, El Paso, TX, 79902, (915) 533-2463. Fax: (915) 541-1182. Pres.: Jose Sandoval; Vice Pres.: Juan A. Portillo; Vice Pres. Mktg./Pub. Rel.: Carlos Bruno Villanueva; Gen. Mgr.: Eduardo Gonzalez.  
Label(s): (Owned) Tierra.  
US Reps.: Sol Y Tierra Musica (TX).
- Solid Entertainment, Inc.**, 6201 Sunset Blvd., Ste. 200, Los Angeles, CA, 90028, Fax: (213) 962-0352. Chrmn./CEO: James Warsinske; Exec. Vice Pres.: Fred Fuster.  
Label(s): (Owned) Solid, (Distributed) Lawless.
- Solution Discs & Tapes**, West Main & Broad, West Alexander, PA, 15376, (412) 484-7672. Pres.: K. D. Sparbanie; Mktg./Promo.: Marie Davis.



- Sombrero Records**, PO Box 121561, Nashville, TN, 37212, Pres.: Al Cantrell; Vice Pres.: Emily Cantrell.
- Sonata Records Co.**, 4304 Del Monte Ave., San Diego, CA, 92107, (619) 222-3346, Pres.: Paul Di Lella; Vice Pres.: Joseph Di Lella; Radio/TV Promos.: Dean Long; Sales Dir.: Phil Jones; Dist. Mgr.: Helen Di Lella. Label(s): (Owned) Sonata.
- Songs & Co.**, 601 Van Ness, Ste. E3125, San Francisco, CA, 94102, (415) 564-2400, Fax: (415) 564-6822. Artist/Owner: Pennie. Label(s): (Distributed) Kids Wisdom Prodn. US Reps.: Silo, Music For Little People, MS, Rock Bottom, Valley Records.
- Sonic Sounds Miami**, 14347 S.W. 142nd St., Miami, FL, 33186, (305) 255-9595, Fax: (305) 255-6301. Dir.: Stephen Lee; Dir.: Neville Lee; Dir.: Nicole Lee.
- Sonido, Inc. (Fania)**, 112 W. 31st St. 4th Floor, New York, NY, 10001, (212) 967-3114, Fax: (212) 465-1828. Pres.: Jerry Massucci; Manager: Victor Gallo.
- Sonora Records, Inc.**, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280, Fax: (718) 761-6411. A&R Dir.: Robert Marino. Label(s): (Owned) Aramis, Aramis Classics, Aramis Jazz, Sonora, Sonora Classics, Sonora Int'l, Sonora Jazz.
- Sonority Records, Inc.**, 7701 Jervis St., Springfield, VA, 22151, (703) 354-1557, Pres.: Ray Disney.
- Sonotone Music Corp.**, 4380 NW 128th St., Opa Locka, FL, 33054, (305) 688-7889, Fax: (305) 688-7896. Gen. Mgr.: William Marino. Label(s): (Distributed) AKC, Codiscos, Dideca, Disco Fuentes, Discomoda, Discomoda, Discos Victoria, Musical Prodn., Sonarist, Sonografica, Velvet de Venezuela.
- Sonrise Records, Inc.**, 25429 Malibu Rd., Malibu, CA, 90265, (310) 456-5482, Fax: (310) 456-7886, Pres.: Bob Cotterell. Label(s): (Owned) Creative Sound, Inc., Sonrise Music Co., (Distributed) Solid Rock. US Reps.: Dizdem Inc. (TN).
- Sony Classical**, 550 Madison Ave., 16th Flr., New York, NY, 10022, (212) 833-4763, Fax: (212) 833-7142. Pres.: Gunther Breesi; Vice Pres./Gen. Mgr.: Larry Golinski; Vice Pres.: A&R: Steven Paul; Vice Pres., Prod. Mktg.: Laraine Perri; Vice Pres./Finance/Admin.: Tom Weatherly.
- Sony Discos, Inc.**, 2190 NW 89th Pl., Miami, FL, 33172, (305) 592-0045, Fax: (305) 591-1508. Vice Pres./Gen. Mgr.: George Zamora; Vice Pres., Promo.: Rafael Cuevas; Vice Pres., Sales/Mktg.: Harry Fox. Office(s): 4538 Centerview Dr., Ste. 170, San Antonio, TX, 78228, (210) 733-3941, Fax: (210) 733-3945, Mgr.: Ray Martinez; 250 W. 57th St., Ste. 1111-A, New York, NY, 10107, (212) 445-2444, Fax: (212) 445-2406, Mgr.: Joe Senkiewicz; 1001 Ponce De Leon, Santurce, PR, 00907, (809) 725-6276, Fax: (809) 721-5395, Mgr.: Alberto Mendoza; 11365 Ventura Blvd., Ste. 155, Studio City, CA, 91604, (818) 753-9696, Fax: (818) 753-9766, Mgr.: Miguel Trujillo; 8880 NW 20th St., Miami, FL, 33172, (305) 593-6252, Fax: (305) 593-9278, Mgr.: Tony Ojeda; 7449 Washington St., Ste. 504, Forest Park, IL, 60130, (708) 366-9670, Fax: (708) 366-9879, Contact: Jose Manuel Flores; 1374 Echo Pl., Woodland, CA, 95766, (916) 661-7445, Fax: (916) 661-7427, Contact: Joe Lepe; 7129 Heron, Houston, TX, 77067, (713) 649-6701, Fax: (713) 649-6758, Contact: Armando Sanchez. Label(s): (Owned) Sony Discos, Sony Latin, Sony Tropical, (Distributed) Globo, Orfeon, RMM, SDI.
- Sony Wonder**, 550 Madison Ave., New York, NY, 10022, (212) 833-8000, Fax: (212) 833-5980. Vice Pres., Sony Music: Ted Green; Sr. Vice Pres., Creative: Becky Mancuso-Winding; Sr. Vice Pres., Mktg.: Wendy Moss; Sr. Dir., Media Relations: Alan Winnikoff.
- Soozoo Music**, 900 Seaside Ave., Absecon, NJ, 08201, (609) 641-0570. Owner: Susan "Sooz" Jackson.
- Soul Coast Productions**, 7155 Darnoch Way, West Hills, CA, 91307, (818) 710-1825, Fax: (818) 347-4892. Pres.: Tim Weston. Label(s): (Owned) Soul Coast. US Reps.: Nova Records (CA).
- Soul-Po-Tion Records**, 313 Highland Ave., Albany, GA, 31701, (912) 438-8497. Owner: Jesse Boone, Sr.; Vice Pres. A&R: Eric Boone; Office Mgr.: Kathryn Randall. Label(s): (Owned) Albradella, Atlanta Assoc., Cozette, Soul-Po-Tion, Vanity.
- Soulo Productions**, 2675 Palisades Crest Dr., Lake Oswego, OR, 97034, (503) 638-2674, Fax: (503) 638-2890. Owner/Pres.: Sally Harmon; Partner: Frank Gruner. US Reps.: Lifedane (OR); Silo (VT); Mill City (MN); Music Design (WI).
- Soulstreet Records, Inc.**, 265 Main St., East Rutherford, NJ, 07073, (201) 933-0676, Fax: (201) 460-3984. Pres.: Glenn Larusso; Dir., Club Promos.: Batcho Manguel. Label(s): (Owned) Soulstreet, (Distributed) In Groove.
- Sound Achievement Group, Inc.**, PO Box 24625, Nashville, TN, 37202, (615) 883-2600. Pres.: Royce B. Gray. Label(s): (Owned) Candle, Heart Reign, Image, New Wind, Palace, Sugar Mountain.
- Sound Designs of Arizona**, 5520 E. Kelton Ln., Scottsdale, AZ, 85254, (602) 992-6106, Fax: (602) 992-6106. Exec. Dirs.: Gregory P. Zduniak, Michael P. Frassetto; Mktg. Mgr.: Susan Whitlow. Label(s): (Owned) Sound Designs of Arizona (SDA). US Reps.: Associated (AZ); Backroads, City Hall (CA); Encore, White Swan (CO); Michael Ginsberg Dist. (TN); Music Design (WI); New Leaf (GA); Twinbrook (NY). Int'l Reps.: Chiang Hual/Around The World (Singapore).
- Sound Feelings Records**, 7616 Lindley Ave., #283, Reseda, CA, 91335, (818) 757-0600. Pres.: Howard Richman; Mktg. Dir.: Jackie Adair.
- Sound of Los Angeles Records (Solar Records)**, 1635 N. Cahuenga Blvd., Hollywood, CA, 90028, (213) 461-0390, Fax: (213) 461-9332. Chrmn.: Dick Griffey; Pres./Gen. Counsel: Virgil Roberts; Vice Pres./Asst. Gen. Co.: Peter Van Brunt. Label(s): (Owned) Solar.
- Sound Rx**, PO Box 2644, San Anselmo, CA, 94979, (415) 485-5321, Fax: (415) 465-1312. Pres./Sales: Steven Halpern; Int'l: Al Evers. Label(s): (Owned) Sound Rx, Sound Wave 2000, Sound World.
- Sound Wave Records**, 333 Washington Blvd., Ste. 101, Marina Del Rey, CA, 90292, (310) 306-5105, Fax: (310) 822-1122. Pres.: Rick Laucati; Exec. Vice Pres./Gen. Mgr.: Frank Loffarelli. Label(s): (Owned) Spectrum, Tribute.
- SoundShower Records**, 2313 Abaca Way, Fremont, CA, 94539, (510) 651-6931.
- Soundings Of The Planet**, 3054 N. First Ave., Tucson, AZ, 85719, (602) 792-9888, (602) 937-3223, Fax: (602) 792-0146. Owners: Dean & Dudley Evenson; Foreign Dist./Mktg.: Jane Harris; Promos.: Milanie Llorin; Alternative Mkts.: Pauline Young; Record Retail Mkts.: Amy Allen. Label(s): (Owned) Rocking Planet, Soundings of the Planet, Soundings World Music. Int'l Reps.: Midsummer Music (Canada); New Sounds (Italy); Strategie Consell (France); New Age Media (Australia).
- SoundMasters**, 9717 Jensen Dr., Houston, TX, 77093, (713) 695-3648, Fax: (713) 695-3640. Pres.: A.V. Mittelstedt. Label(s): (Owned) A.V. Cherry.
- Sounds of Seattle Records**, PO Box 46679, Seattle, WA, 98146, (800) 227-0767, Fax: (206) 935-7513. Pres.: Jon Donovan; Promo.: Mary Malone.
- Sounds-Vision Music**, PO Box 3691, La Mesa, CA, 91944, (800) 447-1132, Fax: (800) 447-1132. Owner/Gen. Mgr.: Rod Hollman; Owner: Alejandrina Hollman; Chief, Sales/Buyer: Albert Hollman. Label(s): (Owned) Gypsy Power, Sounds-Vision Music, (Distributed) ARO, Bescol Ltd., Everest, Hannibal, Lyricord, McGillis, Sirocco. US Reps.: Lyricord Discs (NY); Muzak (WA).
- Soundshower Records Productions**, 2313 Abaca Way, Fremont, CA, 94539, (510) 651-6931. Pres.: John M. Bliss.
- Soundwaves Records**, 1012 18th Ave. S., Nashville, TN, 37202, (615) 327-7980, Fax: (615) 321-0464. Pres.: Noel Gibson. Label(s): (Owned) Great, NSD, Phono.
- Source Records, Inc.**, 39 S. LaSalle St., Ste. 825, Chicago, IL, 60603, (312) 280-0808, Fax: (312) 280-9191. Pres./A&R Rep.: John Bellamy; Vice Pres.: Anthony Stephens. Label(s): (Owned) Source. Int'l Reps.: Trulove Records (England).
- Southern Sound Productions**, 100 Labon St., Tabor City, NC, 28463, (919) 653-2546. Pres.: Elson H. Stevens. Label(s): (Owned) BMJ, Musicmaker, Seaside.
- Southland Records, Inc.**, PO Box 1547, Arlington, TX, 76004, (817) 461-3280. Pres.: Steve Reed. Label(s): (Owned) Southland.
- Sovereign Records (Div. of Aloft Music Enterprises, Inc.)**, 1501 Broadway, Ste. 1310, New York, NY, 10036, (212) 730-4848, Fax: (212) 730-4858. Pres.: Ruby Fisher. US Reps.: Otter Dist., Big Bands (CA); North Country, Harbor Rec. Exp. (NY).
- The Spacek Co.**, 1643 Morningside Trail, Lindale, TX, 75771, (903) 882-1375. Pres.: Ed Spacek; Exec. Asst.: Tannie L. Myers. Label(s): (Owned) Anthem, Crazy Horse, (Distributed) Alliance.
- Spanda Records**, 155B Quincy Ct., Bloomingdale, IL, 61008, (708) 529-7127. Dir.: Carolyn Ford; A&R: Karen Di Renzo; Gen. Mgr.: Cathy Ford. Label(s): (Owned) Great American Song Machine, Jabala Music, Maggie Music, Shakti Music, Spanda Music.
- The Sparrow Corp./Sparrow Records**, 101 Winner's Cir., Brentwood, TN, 37024, (615) 371-6800, Fax: (615) 371-6915. Co-Chrmn./CEO: Billy Ray Hearn; Co-Chrmn.: Jimmy Bowen; Pres./Sparrow Commun. Grp.: Bill Hearn; Chief Exec.: Rod Huff. Label(s): (Owned) Sparrow, Vireo, (Distributed) Gospo Centric, Integrity, Seraphim, Troubadour For The Lord, Warner Alliance.
- The Special Music Co.**, 560 Sylvan Ave., Englewood Cliffs, NJ, 07632, (201) 894-8700, Fax: (201) 894-6667. Managing Partner: Richard Greener; Managing Partner: Sam Goff; Nat'l Dir. Sales/Mktg.: Martin Basart. Office(s): 1785 Shaker Heights Dr., Bloomfield Hills, MI, 48304, (313) 852-6288, Fax: (313) 852-6410, Dir., Sales: Mike Cave. Label(s): (Owned) Allegretto, Buddha, Family Classics, Maestro, Music Masters Series, Musique d'Or, Pair, Project 3, Special Music, Stradivari, Takoma, Vox Cameo Classics, Vox Legends, Vox 90s, Vox Turnabout, Vox Unique, VoxBox, (Distributed) CEEMA Special Products, Camden, Four Star, Hob, Illiad/Odyssey, JCI, Kern Disc, PolyGram Special Products.
- Phil Spector Records, Inc.**, 686 S. Arroyo Pkwy., Penthouse Ste., Pasadena, CA, 91105, (818) 846-9900, Fax: (818) 799-1241. Professional Mgr.: Harold Esposito; Gen. Mgr./A&R: Thomas Mix; Admin. Dir.: Janis Zavla. Label(s): (Owned) Philles.
- Spectrum, Inc.**, 6984 McKinley St., Ste. 30, Sebastopol, CA, 95472, (717) 923-2361. Pres.: Paul Weaver. Label(s): (Owned) Sacred Concert Society, Spectrum Spectrum Records.
- Spirit Records**, 1818 Lennox Ave., Charlotte, NC, 28203, (704) 375-0654. Pres.: William R. Bradford, III. Label(s): (Owned) Eclipse, Spirit.
- Spotlite Records**, 311 1/2 E. Main, Niles, MI, 49120, (616) 683-6355, Fax: (219) 277-7099. Pres.: Gary Shinholt; Vice Pres.: Larry Clymer; Promo. Dir.: Grover Garges; Dir., A&R: Gordon Daniels. Label(s): (Owned) Four Flags, Spotlight.
- Sprout Records**, PO Box 188, Morrisville, PA, 19067, (215) 295-2726, Fax: (215) 776-2783. Pres.: Jonathan Sprout; Assoc.: Judy Via Cava; Dir., Mktg.: Jill Biros. Label(s): (Owned) Sprout. US Reps.: Silo, Music For Little People (VT).
- Square Records/One Dimensional Records**, PO Box 1926, Harvard Sq. Station, Cambridge, MA, 02238, (617) 492-5398, Fax: (617) 492-6074. Contact: George Kuciewicz.
- Star Song Communications**, 2325 Crestmoor, Nashville, TN, 37215, (615) 269-0196, Fax: (615) 385-2708. Sr. Vice Pres.: Jeff Moseley; CEO: Stan Moser; Pres.: Darrell Harris; Vice Pres., Sales/Mktg.: Danny McGuffey. Label(s): (Owned) Pure Metal, Star Song, (Distributed) Forefront.
- Star Vision Int'l Records**, 1543 Hwy. 138 SE, Ste. S341, Conyers, GA, 30208, (404) 388-9731. Pres.: James Dockett; Dir., Admin/A&R: Barbara Dockett.
- Starborn Records**, 3884 Franklin Ave., Los Angeles, CA, 90027, (213) 662-3121, Fax: (213) 662-1222. Chrmn./CEO: Brian Ross; A&R Dir.: Ian A. Ross.
- Stardust/Wizard/Doss Records**, 341 Billy Goat Hill Dr., Winchester, TN, 37398, (615) 649-2577, Fax: (615) 649-2577. Pres.: Kimberlee A. Doss; Vice Pres.: Wallace E. Doss; Sec./Treasurer: Barbara A. Doss. Label(s): (Owned) Billy Goat Hill, CDD, Colonel Redneck, Doss, Kimbolon, Range Buster, Six Shooter, Stardust, Thunder Hawk, Wizard.
- Stargem Records, Inc.**, 1719 West End Ave., Ste. 621-W, Nashville, TN, 37203, (615) 244-1025, Fax: (615) 255-0419. Pres.: Wayne Hodge. Label(s): (Owned) Crystal Crown, Stargem.
- Stark Records & Tape Co.**, 628 S. South St., Mount Airy, NC, 27030, (910) 786-2865, Pres./Owner/A&R Mgr.: Paul E. Johnson; Mgr./Buyer: Gertrude B. Johnson. Label(s): (Owned) Bell Sounds, Black Cat, Blue Jay, Blue Ridge, Colonial, Gospel, Hello, Joy, Pilot, Red Bird, Sugarbear, Tornado, (Distributed) E.K.O., Joy Broadcast.
- Starman Records**, 668 Canal St., Placerville, CA, 95667, (916) 448-1080. Pres.: Almeritt V. Covington; Vice Pres. Sales/Mktg.: Marsha Covington; Promo. Dir.: Diana L. Curry. Label(s): (Owned) Acrecko, North Star, (Distributed) Diana.
- Startrak Records**, 2200 Evergreen St., Baltimore, MD, 21216, (410) 225-7600, Fax: (410) 255-9651. Pres.: Jimmie McNeal; Vice Pres. JLM Records: Harrison Hill; Vice Pres. Mktg./Promo.: Ruth Jefferson; Consultant: Gar Roberts; Radio Promo.: Makeba Myers; Retail: Jim Door.
- Starwest Records**, 6808 Willow Grove, Longview, WA, 98632, (206) 577-6558, Fax: (206) 577-6558. Contact: Mike Poe.
- Stash Records, Inc.**, 140 W. 22nd St., 12th Floor, New York, NY, 10011, (212) 243-4321, Fax: (212) 243-4473. Pres.: Bernard Brightman; Vice Pres./A&R: Fred Brightman; Vice Pres.: Natasha Brightman; Vice Pres.: Will Friedwald; CEO Mail Order Div.: Jim Eligo; Office Mgr.: Amjad Ali. Label(s): (Owned) Stash, (Distributed) Jass, Vintage Jazz Classics (VJC).
- Statiras Records**, 601 Virginia Ave., Tifton, GA, 31794, (912) 382-1220, Fax: (912) 382-1110. Pres.: Gus P. Statiras; Vice Pres. A&R: Perry Statiras. Label(s): (Owned) Gear, Laser, Statiras, Status.
- Statue Records**, 2810 McCain St., Redondo Beach, CA, 90278, (310) 371-5686, Fax: (310) 542-9858. Vice Pres. A&R: Curtis Smith; Dir. A&R: Eric Joyner; A&R Mgr.: Eleanor Emery. Office(s): 12709 Kling St., Studio City, CA, 91604, (818) 766-5010. Label(s): (Owned) Pirate, Statue, Westland. US Reps.: Reletivity Entertainment (CA).
- Stecker Communications**, PO Box 100581, Denver, CO, 80250, (303) 756-2726. Pres.: Robert B. Stecker. Label(s): (Owned) Stecker.
- Step One Records (SOR)**, 1300 Division St., Ste. 304, Nashville, TN, 37203, (615) 255-3009, Fax: (615) 255-6282. CEO: Mel Holt; Pres.: Ray Pennington; Vice Pres., Sales: Arnie Thies; Vice Pres., Promo.: Buzz Ledford. Label(s): (Owned) SOR, (Distributed) EMH.
- Stern's Music U.S., Inc.**, 598 Broadway, 7th Floor, New York, NY, 10012, (212) 925-1648, Fax: (212) 925-1689. US. Ops. Dir.: Christina Roden; Managing Dir.: Christian Sebek. Label(s): (Owned) Stern's, (Distributed) India Archive, Indigo, Piranha, Retro Afric, Rumi, Village Palsa.
- Stone Drunk Records**, PO Box 242, Woodland, PA, 16881, Owner: John Maines, Jr.; A&R: John Wesley; Dir.: Tim Schodel.
- Stormi Gale Recordings**, PO Box 99094, Raleigh, NC, 27624, (919) 848-7884. Producers: Scott St. Christopher, Scott Griffin, Connie Jasmine, Contance Merriman. Label(s): (Owned) Stormi Gale, Stormi Romance.
- Strange Records**, PO Box 180553, Casselberry, FL, 32718, (407) 262-1483, Fax: (407) 695-1915. Owner/A&R: Terry R. Brooks.
- Strangeland Music, Inc.**, 11100 Sepulveda Blvd., Ste. 8-358, Mission Hills, CA, 91345, Pres.: Ray Soular.
- Strata-East Records**, PO Box 36 GCS, New York, NY, 10163, Chief Officer: Charles Tolliver.



- Label(s): (Owned) Condominium, Strata East.  
**Streets Records**, 106 Hollyhock Dr., Lafayette Hill, PA, 19444, (610) 828-7030. Fax: (610) 825-1422. Pres.: Steve Bernstein.  
**The Strugglebaby Recording Co.**, 2612 Erie Ave., Cincinnati, OH, 45208, (513) 871-1500. Fax: (513) 871-1510. Pres.: Stan Hertzman; Vice Pres. A&R: Sam Richman.  
 Label(s): (Owned) Strugglebaby.  
**Studios Borinquen, Inc.**, G.P.O. Box 364785, San Juan, PR, 00936, (809) 731-2088. Fax: (809) 720-3726. Vice Pres.: Raul Aguayo; Gen. Mgr.: Bendito Valdes.  
 Label(s): (Owned) Borinquen.  
 US Reps.: Multinational (PR).  
**Sub-Groove Records**, 5960 S. Land Park Dr., Ste. 185, Sacramento, CA, 95822, (916) 421-3883. Fax: (916) 421-5512. Pres.: Jimmy Bates.  
**Sub Urban Records**, 594 Broadway, Ste. 1011, New York, NY, 10012, (212) 343-2660. Fax: (212) 343-2753. Pres.: Silvio Tancredi; Vice Pres., A&R: Tommy Musto; Artist Mgmt./Devel.: Money Penny; Sales: Drew Sadler.  
 US Reps.: WATTS, Unique, Silent, Kintesu.  
**Subharmonic**, 180 Varick St., 14th Floor, New York City, NY, 10014, (212) 673-7168. Fax: (212) 635-6847. Pres.: John Matarazzo; Label Dir.: Robert Soares.  
 Label(s): (Owned) Subharmonic.  
 US Reps.: Caroline (NY).  
**Sugar Hill**, 96 West St., Englewood, NJ, 07631, (201) 569-5170. Fax: (201) 569-3251.  
**Sugar Hill Records, Inc.**, PO Box 55300, Durham, NC, 27717, (919) 489-4349. Fax: (919) 489-6080. Pres.: Barry Poss; Mktg./Sales Dir.: Bev Paul; Publicity: Judy McDonough.  
 Label(s): (Owned) Palmico Sound, Sugar Hill.  
 US Reps.: Koch Int'l (NY).  
 Int'l Reps.: MNW (Scandinavia); B.O.M., King (Japan); Bebo (Switzerland); Direct Dist. (U.K.); Global Routes (New Zealand); Int'l Record Dist. (Italy); GLD (Australia); Munich (The Netherlands); Dixiefrog (France); Fenn Music Serv. (Germany).  
**Sugarfoot Productions**, PO Box 1065, Joshua Tree, CA, 92252, Pres.: Dewey Dobson; Vice Pres./Prodn. Mgr.: Sheila Dobson.  
 Label(s): (Owned) Baby Doll, Durban, (Distributed) Southern Music.  
**Sugo Records, Inc.**, 634 Isabella Rd., El Granada, CA, 94018, (415) 726-0696. Fax: (415) 726-0698. Chrmn./CEO: Stevan Pasero; Pres.: Jeremy Hale; Exec. Vice Pres.: Digeant Cabrell.  
**Sukay Records**, 3450 Sacramento St., Ste. 523, San Francisco, CA, 94118, (415) 751-6090. Fax: (415) 552-3559. Exec. Dir.: Quentin Howard; Artistic Dir.: Eddy Navia; Admin.: Leslie Powell.  
 Label(s): (Owned) Sukay.  
 US Reps.: Bayside Dist., Lark In The Morning, LeFon Inc., Real to Reel (CA); Dist. North America (MA); Music Design Inc. (WI); Old Fogey Dist./Elderly (MI); San Agustín Import/Export Inc. (FL); Silo Systems (VT); White Swan (CO).  
**Sumertone Records**, PO Box 22184, San Francisco, CA, 94122, (415) 759-6100. Fax: (415) 564-7798. Pres.: Merl Saunders.  
**Sun Entertainment Corp.**, 3106 Belmont Blvd., Nashville, TN, 37212, (615) 385-1960. Fax: (615) 385-1964. Pres./Chrmn./CEO: Shelby S. Singleton; Exec. Vice Pres.: John A. Singleton; Vice Pres., Sales/Mktg.: Col. Jim Wilson.  
 Label(s): (Owned) Plantation, SSS, Sun.  
**Sun-Ray/Sky-Vue Records**, 552 Judy Ln., Lexington, KY, 40505, (606) 254-7474. Pres./S & R: James Price; Sec.: Rose Powers.  
 Label(s): (Owned) Sky-Vue, Sun-Ray.  
**Sunbonnet Records**, 3316 Cocoa Dr., Nashville, TN, 37218, (615) 254-8712. Fax: (615) 254-8712. Pres./Gen. Mgr.: Earl Lett; Vice Pres.: Lamar Lett; A&R: Mattie Swain.  
 Label(s): (Owned) Sunbonnet.  
 US Reps.: Dixiraks (TN).  
**Sundazed Music, Inc.**, 228 Mansion, West Coxsackie, NY, 12192, (518) 731-6262. Fax: (518) 731-9492. Pres.: Bob Irwin; Sales: Kip Smith.  
 Label(s): (Owned) Hollowbody, Sundazed.  
 US Reps.: Abbey Road, Bayside, Phantom Sound & Vision (CA); Cargo Records (IL); Performance Record (NJ); Caroline East/West (NY); Get Hip (PA); Paulstarr, TCI (MN); Action Music (OH).  
**Sundown Records, Inc.**, 3529 Old Conejo Rd., Ste. 110, Newbury Park, CA, 91320, (805) 499-9912. Fax: (805) 499-9047. Pres./Producer: Gilbert V. Yslas.  
 Label(s): (Distributed) Blue Sky Music, Earth Dance Music, Inc.  
**Sunny Day Productions, Inc.**, 1931 SE Morrison, Portland, OR, 97214, (503) 238-4525. Fax: (503) 238-8347. Pres.: Russ Gorsline; Vice Pres.: Greg Branson.  
 Label(s): (Owned) Cricket, Rextius.  
**Sunshine Entertainment Corp.**, 627 N. Rossmore Ave., Ste. 312, Hollywood, CA, 90004, (213) 465-5050. Fax: (213) 466-1629. Pres./Dir., A&R: Walter Kahn; Prodn. Coord.: Kristen Noel; Dir., Sales/Promo.: Joe LaChance.  
 Label(s): (Owned) Sunshine.  
**Supreme Records**, 602 W. Iris Dr., Nashville, TN, 37204, (615) 298-3824. Partner/Mgr.: Tom Walls; Office Mgr.: Jean Walls.  
 Label(s): (Owned) Timberhill.  
**Sureshot Records**, PO Box 9117, Truckee, CA, 96162, (916) 587-0111. Owner: Alan Redstone.  
 Label(s): (Owned) Sureshot.  
**Surprise Records, Inc.**, 7231 Mansfield Ave., Philadelphia, PA, 19138, (215) 276-8661. Fax: (215) 276-4509. Chrmn./Mgr.: William L. Lucas; Pres.: Adele J. Lucas; Vice Pres./Dir., Mktg.: Brian L. Lucas; Dir., A&R/Talent: Darryl L. Lucas; Int'l Affairs Admin.: Karen Mabry-Lucas; Int'l Affairs Admin.: Rochelle J. Lucas.  
 Label(s): (Owned) S.R.I., Surprise.  
 US Reps.: Universal Record Dist. (PA).  
**Survivor Records**, PO Box 7032, Marietta, GA, 30065, (404) 436-8631. Fax: (404) 432-6239. Pres.: Jeff Higgins.  
**Survivor Records/Maui Music**, Ste. 208, PO Box 356, Paia, Maui, HI, 96779, (808) 573-3100. Pres./Exec. Dir.: Jason Schwartz; Vice Pres., Publishing: Bonnie Fredericks; A&R/Pub. Rel.: Diane Christopher; A&R/New Tal. Acquisition: Greta Warren.  
 Label(s): (Owned) Maui Country, Revelation, Rough Diamond, Survivor.  
**Syntonic Research, Inc.**, 3405 Barranca Cir., Austin, TX, 78731, (512) 459-2345, (512) 659-4945. Fax: (512) 459-4346. Pres.: Is. Teibel; Vice Pres. Comptroller: Russ Arons; Vice Pres. Sales: Michael Kron.  
 Label(s): (Owned) Environments.
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- TBRC Record Co.**, 3441 W. Cahuenga #6, Hollywood, CA, 90068, (213) 876-1256. CEO: T-Bear; A&R: Jason Cody; Spanish A&R: Federico Hernandez.  
 Label(s): (Owned) Rockin Bear Records, (Distributed) J&T Film and Record Co., Rockin Bear Discos.  
 US Reps.: TBRC, Hines, Indi Dist. (CA).  
**T.E.C. Tones**, 321 Newark St., 5th Floor, Hoboken, NJ, 07030, (201) 420-0238. Fax: (201) 420-6494. Dir.: Thomas J. Timony; Vice Pres. A&R: Adella Johnson; A&R/Mktg.: Sheenah Fair.  
 Label(s): (Owned) Elemental Music, E.Picod, The Holiday Label, Psycho Acoustic Sound, T.E.C. Tones.  
 US Reps.: Kand America, Caroline Records, Revolver U.S.A., Bayside Dist. (CA); Music Video Dist. (PA); Caroline Records (NY).  
**TJ Records**, PO Box 8443, Stanford, CA, 94309, Contact: Tom Boyd; Contact: Collin Robert.  
 Label(s): (Owned) TJ.  
**T-Jaye Record Co.**, 923 Main St., Nashville, TN, 37206, (615) 226-1004. Owner/Pres.: Ted Jarrett.  
**TMA-The Michael Agency**, PO Box 352576, Toledo, OH, 43635, (419) 243-5300. Chrmn./CEO: J. Evelyn; Pres.: Michael Drew Shaw; Exec. Vice Pres., Music: Harvey Shaw; Dir., A&R: J.P. Jimmy, Janis Weber, Sr. Producer: Daisy Weber.  
 Label(s): (Owned) Jamestone, KeenYork Records, MDS Entertainment, Newstar Int'l, (Distributed) Heritage, White Plains.  
**TNA Records**, 10 George St., Wallingford, CT, 06492, (203) 269-4465. Fax: (203) 294-1745. Exec. Dir.: Thomas Cavalier; Exec. Sec.: Edyth Mercier; Dir., Commun.: Thomas G. Cavalier; Dir., Master Placement: Darlene Cavalier.  
 Label(s): (Owned) Big Sound, Miracle, Poison Ring.  
**TRF Music, Inc.**, 747 Chestnut Ridge Rd., Chestnut Ridge, NY, 10977, (800) 899-6874. Fax: (914) 356-0895. Pres.: Michael Nurko; Vice Pres./Sales: Kenneth Gilman; Licensing Mgr.: Dee Coyle.  
 Label(s): (Owned) TRF, (Distributed) Black Rock, Bosworth, Montparnasse, Pyramid, RCA, Tele Music.  
**TSR Records**, 18653 Ventura Blvd., Ste. 513, Tarzana, CA, 91356, Pres.: Tom Hayden; Vice Pres.: Suzanne Hayden.  
 Label(s): (Owned) Baja, Damabi.  
 US Reps.: Indi (US); CRD (CA/OR/WA); Malverne (NY/NJ); New England/PA/OH; Big State (TX/GA).  
**TVT Records/TeeVee Toons, Inc.**, 23 E. Fourth St., New York, NY, 10003, (212) 979-6410. Fax: (212) 979-6489. Pres.: Steve Gottlieb; Dir. A&R: Tom Sarig; Dir. Bus. Affrs.: Randy Frisch; Dir. Radio Promo.: Jim McNeil; Dir. Nat'l Sales: Paul Burgess; Dir. A&R: Patricia Joseph; Gen. Mgr.: Vera Savck; Controller: Donna Champy; Dir. Creative Servs.: Jason Pearson; Dir. Prod. Devel.: Oscar Yong.  
**Taang! Records**, 12 Eliot St., Cambridge, MA, 02138, (617) 876-2411. Fax: (617) 876-5629. Pres./Vice Pres. A&R: Curtis Casella; Mktg.: Cornelia Hoskin; Sales/Promo. Retail: Chris Conway; Publicist: Mary Ellen Leahy.  
 US Reps.: Caroline (NY).  
**Tantalus Records, Inc.**, 14407 Hamlin St., Ste. H, Van Nuys, CA, 91401, Pres.: Peter S. Burke; Sec.: Averill C. Pasarow.  
 Label(s): (Owned) Tantalus.  
 US Reps.: Microphone Music (HI).  
**Target Records**, PO Box 163, West Redding, CT, 06896, (203) 266-7411. Pres.: Paul Hotchkiss; Music Dir.: Mike Terry.  
 Label(s): (Owned) Target Records, (Distributed) Roto-Noto.  
**Tawas Records, Inc.**, 1376 Ready Ave., Burton, MI, 48529, (810) 742-0770. Pres.: Harry F. Chestler; Vice Pres.: Mike K. Chestler; Promo.: Linda L. Trathen; Sec.: Cindy J. Braun.  
**Taylor Park Music, Inc.**, PO Box 12381, North Kansas City, MO, 64116, (816) 455-5524. Fax: (816) 842-0025. Pres.: Connie Dover.  
 Label(s): (Owned) Taylor Park Music.  
 US Reps.: Bayside (CA); Encore (CO); Silo (VT); Music Design (WI).  
 Int'l Reps.: Chiang-Huat/Around the World (Singapore).  
**Mick Taylor Music**, 156 Fifth Avenue, Suite 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Mick Taylor; A&R: Bruce E. Colfin.  
**Teacher's Pet Productions, Inc.**, S. 4603 Pittsburg, Spokane, WA, 99223, (800) 326-7758. Fax: (509) 625-1914. Pres.: Yvonne Kovacevich; Sec./Treas.: Tawni Wright.  
**Teeter-Tot Records**, 6331 E. Center Rd., Stockton, IL, 61085, (815) 947-3137. Owner: Terri Sigafus; Owner: Chad Sigafus.  
 Label(s): (Distributed) Teeter-Tot.
- Tejano Discos**, 2903 S. General Bruce Dr., Temple, TX, 76504, (817) 773-1775. Fax: (817) 773-4778. Pres.: Joe Hernandez; Gen. Mgr.: Margo Marones; Promo/Publicity: Ramon Hernandez.  
 Label(s): (Owned) Campanas De America, Little Joe.  
 US Reps.: Rodven (FL).  
**Telarc Int'l Corp.**, 23307 Commerce Park Rd., Cleveland, OH, 44122, (216) 464-2313. Fax: (216) 464-4108. Pres.: Robert Woods; Dir., Int'l Sales/Mktg.: Adrian Mills; Dir., US/Int'l Sales: Adrian Mills; Dir., Sales/Mktg.: Kathy Dejohn.  
 Label(s): (Owned) Telarc.  
**Telemark Dance Records**, PO Box 55, McLean, VA, 22101, (703) 450-7760. Pres.: Richard S. Mason.  
 Label(s): (Distributed) Alpina, Ariola, Condor, Dance & Listen, Electrola, Palujo, Polyord, Tema, Sydney Thompson.  
**Ten Squared, Inc.**, PO Box 865, North Hollywood, CA, 91603, (818) 506-3143. Label(s): (Owned) Cripple Creek, Ten Squared.  
**Tenacious Records**, PO Box 7595, Northridge, CA, 91327, (818) 700-9808. Fax: (818) 700-9808. Chrmn./Pres./CEO: Alphonse Mouzon; Controller/CFO: Allison Talley-Mouzon; Sr. Vice Pres. A&R: Alphonse Philippe Mouzon; Vice Pres. A&R: Jean-Pierre Mouzon.  
 Label(s): (Owned) MPC Records, Mouzon Prodn. Co., Tenacious Records.  
 US Reps.: Bassin (FL); California Record Dist. (CA); Big State (TX); Encore (CO); M.S. (IL); Twinbrook Music (NY); Casa De Los Tapes (PR); Abbey Road, Pacific Coast, Valley, Universal, CD.  
 Int'l Reps.: Int'l (Italy); BMG Ariola/Aris (Germany); Universal (Philippines); Libra Music (Japan); Crisis (The Netherlands); Top Music (Hong Kong); Distribution Fusion III (Canada); Union Disk Ltd. (Japan).  
**Terra Nova Records, Inc.**, PO Box 455, Sunland, CA, 91041, (818) 352-5593. Pres.: Boris Menart; Vice Pres.: David Steele.  
 Label(s): (Owned) Terra Nova.  
 US Reps.: Twinbrook Music (NY); Select-O-Hits (TN); Action Music Sales (OH); City Hall Records, Fiebre Latina (CA).  
**Terrydon Records**, PO Box 180553, Casselberry, FL, 32718, (407) 262-1483. Fax: (407) 695-1915. Vice Pres. A&R: Terry R. Brooks; Contacts: Sandy Acuff, Donna Acuff.  
**Texas Archive-Gulf Coast Recordings**, PO Box 17132, Austin, TX, 78760, (512) 288-7288. CEO: Dough Hanners.  
**Thirsty Ear Recordings**, 274 Madison Ave., Ste. 804, New York, NY, 10016, (212) 889-9595. Fax: (212) 889-3641. Managing Dir.: Peter Gordon; Dir., Opns.: Mark Droesch; Dir., Radio Promo.: Daniel Makagon; Dir., Publicity: Shira Berk; Dir., Retail/Mktg.: Ron Decker.  
**Thistlegate Productions**, 8675 Hwy. 601, Salisbury, NC, 28144, (704) 637-1334. Owner: Lee Spears.  
**Thoroughbred Records**, 6503 Wolfcreek Pass, Austin, TX, 78749, (512) 288-3370. Owner/Professional Mgr.: Rex T. Sherry.  
**T's Industries, Inc.**, 6015 Troost, Kansas City, MO, 64110, (816) 361-8455. Pres./Gen. Mgr.: Eugene Gold; Vice Pres./Promos/Sales: Chris King; Chief Engineer: Micheal Green; Mktg.: Roy Boy Skins; Vice Pres. A&R: Jeff Lucas.  
 Label(s): (Owned) Chris C. Cory, NMI, Three G.  
**Thrival Productions**, PO Box 5200, Dockton, WA, 98070, (206) 463-6980, (800) 798-9249. Fax: (206) 463-2205. Pres.: Marnie Jones.  
 Label(s): (Owned) Thrival, (Distributed) Willow Music, Inc. US Reps.: Willow Music Inc.(CA).  
**ThunderZone Records**, PO Box 5022, Lake Forest, CA, 92630, (714) 768-0644. Pres.: Frank Jenkins; Promo. Mgr.: Karen Jenkins.  
**Tia's Quacker Tunes, Inc.**, PO Box 1363, Mercer Island, WA, 98040, (206) 232-5317, (206) 568-9127. Fax: (206) 668-9038. Pres.: Tia Cohen; Personal Mgr.: Kimi Shintaku; Arranger: Kevin Christopher.  
 Office(s): 1024 First St., Ste. 306, Snohomish, WA, 98290, (206) 568-9127, Contact: Kimi Shintaku.  
 Label(s): (Owned) Tia's Q.T. Prodn., (Distributed) Global Village Music.  
 US Reps.: Baker & Taylor Dist. (IL); Music For Little People (VT).  
**Timbreline Music**, PO Box 40493, Tucson, AZ, 85717, (602) 624-5812. Pres./Owner: Michael Gulezian.  
 US Reps.: Twinbrook Dist. (NY); Music Design (WI); Rock Bottom Dist. (GA); City Hall Dist. (CA).  
**Time-Life Music**, 777 Duke St., Alexandria, VA, 22314, (703) 838-7000. Fax: (703) 838-6915. Chrmn.: Paul Stewart; Pres.: John Hall; Vice Pres.: Fernando Pargas; Exec. Producer: Charles McCardell.  
**Timeless Entertainment Corp.**, 10 Pebblewood Dr., Irvine, CA, 92714, (714) 552-5231. Fax: (714) 552-5210. Gen. Mgr./Vice Pres. A&R: Fred Ballin; Artist Rel. Dir.: Marci Lynn; Promo. Dir.: Seth Joseph.  
 Label(s): (Owned) Goldisc, Perfect.  
**Timeless Recording Society**, PO Box 1177, Franklin, TN, 37065, (615) 791-4050. Fax: (615) 791-4050. CEO/Engineer: Sandy Bull.  
**Timeless Records**, 57 W. Tenth St., Ste. 1C, New York, NY, 10011, (212) 741-2635. Fax: (212) 741-2635. Dir., US Opns.: Russ Musto.  
**Tomark Records**, 7560 Woodman Pl., Ste. G-3, Van Nuys, CA, 91405, (818) 994-4862. Owners: Mark Thornton/Tom Willett.  
 Label(s): (Owned) Tomark.  
**Tommy Boy Music, Inc.**, 902 Broadway, 13th Floor, New York, NY, 10010, (212) 388-8300. Fax: (212) 388-8400. Pres.: Monica Lynch; Chrmn.: Tom Silverman; Sr. Vice Pres.: Dan Hoffman.  
 Label(s): (Owned) Tommy Boy, (Distributed) Ill Labels, Livin' Large, Nawamute, Stepsun.



**Tomorrow River Music**, 9126 S. Cedar Rd., Madison, WI, 53701, (608) 423-3095. Owner/Pres.: Robbie Clement.  
Label(s): (Owned) Tomorrow River.  
US Reps.: Silo (VT).

**Tomydon Records**, 912 Chadford Rd., Irmo, SC, 29063, Gen. Mgr.: Tommy Greene.  
Label(s): (Owned) Tomydon.

**Tone Cool Records**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owner/Producer: Richard Rosenblatt; Label Rep.: Michael Nunford.  
US Reps.: Rounder Records (MA).

**Top Cat Records**, 3406 Pinetree Cir., Dallas, TX, 75234, (214) 484-4141. Fax: (214) 484-4141. Pres.: Richard Chalk; Contact: Tom Loughborough.  
Label(s): (Owned) Top Cat.

**Int'l Reps.:** P-Vine (Japan); Parsifal (Belgium); IRD (Italy); Soca Disc (France); Kinesis (Greece); Lingo (Germany); Sandstock (Australia).

**Top Ten Hits Records, Inc.**, 925 S. Semoran Blvd., Ste. 100, Winter Park, FL, 32792, (407) 672-0101. Fax: (407) 672-5742. Pres.: Hector L. Torres; Comptroller: Ana T. Torres; Gen. Mgr.: Julio Garcia; Dir., Radio Promos.: Heidi Ortiz.  
Office(s): 599 Tenth Ave., New York, NY, 10036, (212) 967-4613. Fax: (212) 967-5068.

Label(s): (Owned) CEG, NG, Rana, Selanac, TR, TTH, (Distributed) Bronco, Frana.

**Tortilla Flat Records**, 327 12th St., Brooklyn, NY, 10116, (718) 788-6980. Sales: Victor Rendon; Contact: Armando Rodriguez.

US Reps.: North Country (NY).

**Tourmaline Music**, 894 Mayville Rd., Bethel, ME, 04217, (207) 824-3246. Fax: (207) 824-3246. Pres.: Conni St. Pierre.  
Tractor Records, PO Box 2147, Sioux City, IA, 51104, Dir.: "Morrie" Miller.  
Label(s): (Owned) Tractor.

**Traditional Music Record Co.**, 230 Antique City Dr., Walnut, IA, 51577, (712) 784-3001. Fax: (712) 784-2010. Label(s): (Owned) Traditional Music.

**Traditional Sounds**, 4205 Stadium Dr., Ste. 150-A, Fort Worth, TX, 76133, (817) 921-9990. Fax: (817) 921-9994. Owner: Ned Spurlock.  
US Reps.: Lifedance (OR).

**Terry Tree Records, Inc.**, PO Box 4104, Hollywood, FL, 33083, (305) 964-1131. Fax: (305) 964-3173. Pres.: Isaiah Terry Johnson; Vice Pres.: Theresa Trigg.

**Trend Recording & Distributing**, PO Box 201, Smyrna, GA, 30081, (404) 432-2454. Pres.: Tom Hodges.  
Label(s): (Owned) BOAM, Trend, Trend Setter, (Distributed) Caprice Int'l, Proud Eagle, Sounds of Excellence.  
US Reps.: Caprice Int'l (PA).

**Tri-Records, Inc.**, 4335 S. Blue Jay Ave., Las Vegas, NV, 89121, (702) 458-7863. Fax: (702) 322-9956. Pres.: Jerry Johnson.  
US Reps.: Lapdmark (CA); Action Music (OH).

**Tribeca Music**, 550 Madison Ave., New York, NY, 10022, (212) 833-5904. Fax: (212) 833-4824. Exec. Vice Pres.: Phil Sandhaus; Dir.: Chandra Beard.

**Tried & True Music**, PO Box 39, Austin, TX, 78767, (512) 288-1695. Fax: (512) 288-5301. Pres.: Susan Walker; Publicity: John T. Davis; Admin. Asst.: Gwen Robison; Fan Club: Pam Stock.

**Triloka Records**, 306 Catron St., Santa Fe, NM, 87501, (505) 820-2833. Pres.: Mitchell Markus; A&R: Paul Sloman; A&R: K.D. Kugel; Creative Servs.: Lynn K. Larsen.

Label(s): (Owned) Other Worldly, Triloka, Worldy Music.

**Triple X Records**, PO Box 862529, Los Angeles, CA, 90086, (213) 221-2204. Fax: (213) 221-2778. Owner/A&R: Peter Heur, Dean Naleway; Publicity/A&R: Bruce Duff; Retail: Cory Brennan.

US Reps.: Red (NY).

**TriStar Music (Div. of Sony Music)**, 550 Madison Ave., New York, NY, 10022, (212) 833-8000. Pres.: Robert Buziak; Vice Pres./Gen. Mgr.: Howard Gabriel; Assoc. Dir., A&R: Nora Farrell.

Label(s): (Owned) TriStar Music, (Distributed) Creation.

**Tropical Beat Records, Inc.**, PO Box 917, Bala Cynwyd, PA, 19004, (610) 828-7030. Chairman: Steve Bernstein; Co-Chairman: Nick Martinelli.

**Tropicana Records**, PO Box 910, Beverly Hills, CA, 90213, (310) 276-2726. Fax: (310) 276-2726. Gen. Mgr.: Oliver Berliner.

Label(s): (Owned) Musicabana, Tropicana.

**Tropico Records**, PO Box 2129, Saint Thomas, VI, 00803, (305) 929-6361. Fax: (305) 929-4040. Pres.: Rudolph Parker; Vice Pres.: Merle Parker.

Label(s): (Owned) Tropico.

US Reps.: Bassin Dist., Hel Dist., Reye's Recs. (FL); Music Rama (NY).

**Troubadour Records**, PO Box 6543, Carmel, CA, 93921, (408) 375-6461. Fax: (408) 624-5126. Pres.: Terrence Farrell.

Label(s): (Owned) La Paloma Music Co., Troubadour.

US Reps.: Silo Inc. (VT); Music Design (WI); Lifedance Dist. (OR).

**Trout Records**, PO Box 914, Prairie Grove, AR, 72753, (501) 761-3630. Fax: (501) 761-3631. Label Mgr.: Karen Thom; Contact: Dick Renko.

**Tru-Gems Records**, PO Box 3683, Beverly Hills, CA, 90212, (213) 273-1986. Owner: Lee Silver.

Label(s): (Owned) Tru-Gems.

**True Records, Inc.**, Rt. 2 Ash St. Box 466B, Central City, KY, 42330, (502) 754-5050. Fax: (502) 754-4466. Co-Owners: Bobby D. Reed, Paul C. Hayes, Clyde Brown, Jr.

Office(s): Rt. 2, Box 466-B, Central City, KY, 42330, (502) 754-5050. Fax: (502) 754-4466. Contact: Paul Hayes.

Label(s): (Owned) CBO, Rendea.

**Trusty Records**, 5771 Rose Creek Rd., Nebo, KY, 42441, (502) 249-3194. Owner: Elsie Childers.

**Tuff City Records**, 200 W. 72nd St., Ste. 56, New York, NY, 10023, (212) 721-7215. Fax: (212) 721-6150. Pres.: Aaron Fuchs; Gen. Counsel: Dan Nooger.

Label(s): (Owned) Funky Delicacies, Night Train Int'l, Tuff City.

**Tug Boat Records**, 10 Luanita Lane, Newport News, VA, 23606, (804) 930-1814. Fax: (804) 930-1814. Pres.: Doc Holiday.

Label(s): (Owned) Everlasting Int'l, Mega Int'l, Mountain Int'l, (Distributed) Tug Boat Int'l.

**Tuneworks Records, Inc.**, 4433 Petit Ave., Encino, CA, 91436, (213) 278-8970. Fax: (818) 907-7664. Pres.: Dennis Lambert; Admin. Mgr.: Anita Alban.

Label(s): (Owned) Haven.

**Turbo Records**, PO Box 409, East Meadow, NY, 11554, (516) 486-8699. Fax: (516) 486-8699. Pres.: Jay Gold; Vice Pres.: Gail Gold; Dir. A&R: Robyn Michelle.

**Turquoise Records, Inc.**, Hwy. 931, Whitesburg, KY, 41858, (606) 633-0485. Fax: (606) 633-0493. Pres.: Pat Martin; Admin. Asst.: Lesa Neace.

**2120 Records**, 175 Fifth Ave., Ste. 2253, New York, NY, 10010, (212) 777-2120. Pres.: Murray Halpern.

**Twin Sisters Productions, Inc.**, 1340 Home Ave., Ste. D, Akron, OH, 44310, (216) 633-8900. Fax: (216) 633-8988. CEO: Karen Mitzo Hilderbrand; Pres.: Kim Mitzo Thompson.

Label(s): (Owned) Twin Sisters Prods., Inc.

US Reps.: Silo (VT); Music for Little People (CA); Action Music (OH); MS Dist. (IL); Ingram, Baker & Taylor.

**Twister Records/Quadrant Records**, 4250 N. Marine Dr., Ste. 2335, Chicago, IL, 60613, (312) 525-5273, (305) 472-7757. Pres.: Jack P. Bluestein; Vice Pres.: Victor Lance; Vice Pres./Mgr.: Al Nichols; West Coast Vice Pres./Mgr.: Dean Richie; Sec.: Ethel F. Kanter.

Label(s): (Owned) Lantana, Lantana Music, Pine Island Music, Quadraphonic Talent, (Distributed) Quadrant, Quadraphonic Sound.

**2-Hot Records**, 23494 Lahser Rd., Southfield, MI, 48034, (810) 948-9787. Fax: (810) 948-1093. Pres.: Jerome Cunningham, Sr.; Vice Pres. Opns.: Mertas D. Cunningham; Vice Pres. Mktg.: Jerome Cunningham, Sr.

Label(s): (Distributed) Volume Four.

## U

**USA Music Group**, 12403 Ventura Ct., Ste. A, Studio City, CA, 91604, (818) 761-9866. Fax: (818) 761-4214. Pres.: Martin Braude; Vice Pres. Opns.: Orville Keiman; Vice Pres. Promos.: Annie Bailey.

US Reps.: MS Dist. (IL); Select-O-Hits (TN).

**US Records, Inc.**, 535 Fifth Ave., New York, NY, 10017, (212) 682-8400. Pres.: Victor Benedetto; Prodn. Mgr./A&R Rep.: Alex Benedetto; Bus. Affairs Mgr.: Wallace Collins.

**Umbrella Records**, 23391 Mulholland Dr., Ste. 424, Woodland Hills, CA, 91364, (213) 851-6391. Fax: (213) 876-2552. Pres.: Michael Wyner; Co-Pres.: Michael Wyner, Derek Smalls; Nat'l Radio Promo.: Jerome Maas.

Label(s): (Owned) Umbrella, (Distributed) MTS.

**Underworld, Inc.**, 2961 Industrial Rd., Ste. 161, Las Vegas, NV, 89109, (702) 387-2335. Fax: (702) 732-4530. Chrmn.: James A. Warsinske; Pres.: Anthony Mabin.

Label(s): (Owned) Underworld.

**Unico Records, Inc.**, 7710 Haskell Ave., Van Nuys, CA, 91406, (818) 782-6100. Fax: (818) 782-6162. Pres./Mktg.: Henry Cardenas; Vice Pres./A&R: Ivan Fernandez; Treasurer/Exec. Producer: Alberto Mitchell.

Label(s): (Owned) Unico.

**United Sound Arts**, PO Box 477, Long Branch, NJ, 07740, (800) 631-2187. Fax: (908) 870-3340. CEO: Robert Kimble; Pres.: Gertrude Kimble; Admin. Vice Pres.: James Kimble; Dir., Sales/Mktg.: Elaine Rauff.

Label(s): (Owned) Kimbo Educational.

US Reps.: Kaplan School Supply, Educational Record Center (NC); Childcraft Educational Corp. (NJ); Lakeshore Curriculum Materials (CA).

**Universal-Athena Records (UAR)**, PO Box 1264, Peoria, IL, 61654, (309) 673-5755. Fax: (309) 673-5755. Owner: Jerry Hanlon.

**Unlimited Inspiration Records**, PO Box 614, Santa Cruz, CA, 95061, (408) 458-3022. Owner: Larry Leader.

Label(s): (Owned) Unlimited Inspiration.

**Upscale Jazz**, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280. Fax: (718) 761-6411. A&R Dir.: Robert Marino.

Label(s): (Owned) Halfnote Int'l, Halfnote Jazz, Halfnote Records, Upscale Classics, Upscale Int'l, Upscale Jazz, Upscale Records.

**Upstream Records**, 35 Page Ave., Asheville, NC, 28801, (704) 258-9713. Fax: (704) 258-9727. Owner: Steven N. Heller; Bus. Mgr.: Holly B. Nettles.

Label(s): (Owned) Upstream.

**Urgent! Records, Inc.**, 485 N. Canton Club Cir., Jackson, MS, 39236, (601) 957-7027. Fax: (601) 981-8241. Pres.: Tim Whitsett; Gen. Mgr.: Janis Harper; Press: Goring Heath.

Label(s): (Owned) Critical, Newmarket, Rim, Urgent!, Vital!, Vital Arts.

## V

**VU Records**, 1946 N. Hudson Ave., Chicago, IL, 60614, (312) 787-6060. Pres.: Robin McBride.

Label(s): (Owned) VU.

**VWC Records**, PO Box 428, W. Square Station, New York, NY, 10461, (914) 654-0213. Pres.: Stuart Berke.

**Vagrant Records**, 2118 Wilshire Blvd., Ste. 361, Santa Monica, CA, 90403, (310) 453-1090. Fax: (310) 828-0427. Pres.: Rich Egan; Vice Pres.: Jon Cohen.

Label(s): (Owned) Vagrant.

US Reps.: Dutch East India (NY).

**Valencia Records Int'l**, 29165 Pierce St., Southfield, MI, 48076, (313) 557-5441. Fax: (313) 557-5441. Pres.: Ricky Smith; Vice Pres.: Victor Peraino.

**Vandor Motion Pictures, Phonorecords & Music Publishing Group**, 1626 Poplar Ln. SW, Albuquerque, NM, 87105, (505) 243-2881. Fax: (505) 247-4843. Chrmn.: Gen. Bobby Farrell; Pres.: Lois T. Cunningham; Vice Pres., Opns.: Dale H. Oldham; Vice Pres., Licensing: Matt L. Lucas; Vice Pres. A&R: Ginny Driskill.

Label(s): (Owned) Juke, Vandor Int'l, (Distributed) Aerolite Int'l, FMC Ltd., Icefire Int'l, Kalyx, Peony Int'l, Shan Int'l, Suddath Int'l.

US Reps.: Bobby Farrell, Int'l (NM).

**Varese Sarabande Records, Inc.**, 11846 Ventura Blvd., Ste. 130, Studio City, CA, 91604, (818) 753-4143. Fax: (818) 753-7596. Pres.: Chris Kuchler; Vice Pres., Film Music: Robert Townsend; Vice Pres., Broadway: Bruce Kimmel; Dir., Catalog A&R: Cary Mansfield; Dir., Publicity/Mktg.: Michael Caprio.

Label(s): (Owned) Varese Sarabande.

US Reps.: UNI (CA).

**Varrick Records**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owners: Ken Irwin, Marian Levy, Bill Nowlin; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul.

US Reps.: Rounder Records (MA).

**Vedisco Records, Inc.**, 1717 NW 82nd Ave., Miami, FL, 33126, (305) 592-4242. Fax: (305) 592-3770. Pres.: Jose Page; Vice Pres.: Conrado Dominguez; Gen. Mgr.: Guillermo J. Page; Prodn. Mgr.: Alejandro J. Fuentes; Sales Mgr.: Alvaro Mendez; Publishing Mgr.: Diane Mauri; Promo. Mgr.: Virginia De Gregorio.

Label(s): (Distributed) Barco's, Discos Fuentes, Velvet.

**Velvet Int'l, Inc.**, 1717 NW 82nd Ave., Miami, FL, 33126, (305) 592-4242. Fax: (305) 592-3770. Pres.: Jose Page; Vice Pres.: Guillermo J. Page.

Label(s): (Owned) Velvet.

**Vic Records**, 1327 Cobb St., Kalamazoo, MI, 49007, (616) 342-5328. Owner: Vic La Val.

Label(s): (Owned) LaVal Records, (Distributed) Vic.

**Victori Promotions & Marketing, Inc.**, 23494 Lahser Rd., Southfield, MI, 48034, (810) 948-9787. Fax: (810) 948-1093. Pres.: Jerome Cunningham, Sr.; Vice Pres. Opns.: Mertas D. Cunningham; Promo.: Michele A. Cunningham.

Label(s): (Owned) 2-Hot, (Distributed) CS, Hitline, Morning Glory, Torrid.

**Victory Media Group**, 1321 Commerce St., Ste. P, Petaluma, CA, 94954, (707) 769-1210. Owner/Gen. Mgr.: G. W. Daniel; Dir., A&R: Shelly Holling; Dir., Opns.: Mark Holling.

Label(s): (Owned) Bay City, Victory.

**Victory Music, Inc.**, 8455 Beverly Blvd., 6th Floor, Los Angeles, CA, 90048, (213) 655-6844. Fax: (213) 655-6814. Pres.: Phil Carson; Contact: Lisa M. Zambrano.

Label(s): (Owned) Victory.

**Virgin Records**, 338 N. Foothill Rd., Beverly Hills, CA, 90210, (310) 278-1181. Pres./CEO: Phil Quartararo; Exec. Vice Pres., A&R: Kaz Utsunomiya; Sr. Vice Pres., Promo.: Michael Plen; Vice Pres., Publicity: Eliot Sekuler.

Label(s): (Owned) Charisma, Noo Trybe, Point Blank, Virgin, Virgin Movie Music, (Distributed) Rap-A-Lot.

**Virgin Records**, 1790 Broadway, New York, NY, 10019, (212) 586-7700. Pres./CEO: Phil Quartararo; Sr. Vice Pres., Promo.: Michael Plen; Vice Pres. Field Promo.: John Boulos.

**Virginia Records**, 217 Main St., Fort Lee, NJ, 07024, (201) 974-3900. Pres.: Al Thomas; A&R: Tom Argiro.

**Virtual Mountain**, PO Box 239, Fitzwilliam, NH, 03447, (603) 585-3094. Creative Dir.: Bruce Carroll.

Label(s): (Owned) Jazzy Toy.

**Virtue Records/Fayette Records**, 8809-11 Rising Sun Ave., Philadelphia, PA, 19115, (215) 763-2825. Fax: (215) 676-8992. Pres.: Frank Virtue; Publicity: Linda Vitacolona; A&R Dir.: Mary Ann Lanciano.

Label(s): (Owned) Everything, Fayette, Pray Virtue, Rising Star, Virtue.

**Vision Quest Records**, 10019 Reistertown Rd., Ste. 204, Owings Mills, MD, 21117, (410) 363-6848. Fax: (410) 581-9420. Pres.: Michael A. Freedman; Vice Pres.: Charles Kidwell; Sec./Comm.: Marcia Freedman.

Label(s): (Owned) Vision Quest.

US Reps.: Continental Communications (NJ).

**Vision Records, Inc.**, 13385 W. Dixie Hwy., North Miami, FL, 33161, (305) 893-9191. Fax: (305) 895-2647. Pres.: Steve Alaimo; Vice Pres. A&R: Ron Albert; Treasurer: Howard Albert.

Label(s): (Owned) Vision, (Distributed) Cliff Sounds & Films, Gold Hill, Ms. B. P-Man.

**Vital Records**, 4774 Murietta St., Ste. 9, Chinori, CA, 91710, (714) 627-5944. Fax: (714) 627-6988. Engineer: David Manley; Sales: Luke Manley.

**Voice Record**, 117 Engineers Dr., Hicksville, NY, 11801, (516) 932-8448. Fax: (516) 939-0131. Pres.: Eric Malmut; Vice Pres.: Mark Malmut.

Label(s): (Owned) Collectors Pipeline, Fire, Humburg, Pipeline, World Serpent.



**Vokes Record Co.**, PO Box 12, New Kensington, PA, 15068, (412) 335-2775. Pres./A&R: Howard Vokes.  
 Label(s): (Owned) Country Boy, Vokes, (Distributed) Bunjak, Fox Fire, Love, Morgan of Clover, Pot-of-Gold, Rave, SAC, Wiley Street.  
**Vox Music Group**, 560 Sylvan Ave., Englewood Cliffs, NJ, 07632, (201) 894-8700. Fax: (201) 894-8630. Gen. Mgr.: Irwin Katz; Nat'l Dir. Sales: Martin Basart.  
 Label(s): (Owned) Allegretto, Family Classics, Music Masters, Stradivari, Vox Cameo Classics, Vox Legends, Vox 90s, Vox Turnabout, Vox Unique, VoxBox, (Distributed) Musique d'Or.  
**Voyager Recordings**, 424 35th Ave., Seattle, WA, 98122, (206) 323-1112. Fax: (206) 329-2416. Owner/Pres.: Vivian T. Williams; Owner: Philip L. Williams.  
 Label(s): (Owned) Voyager.  
**Voyager Records, Inc.**, 812 W. Darby Rd., Havertown, PA, 19083, (610) 446-7100. Fax: (610) 446-7721. Pres.: Denny Somach; Sec.: Richard Somach.  
 Label(s): (Owned) Voyager.  
 US Reps.: MCA (U.S.A.).  
 Int'l Reps.: M.C.A. (Int'l).

## W

**WEA Latina, Inc.**, 1415 W. Magnolia Blvd., Ste. 201, Burbank, CA, 91505, (818) 955-8050. Fax: (818) 955-9006. Gen. Mgr.: Sergio Rozanblatt; Controller: Gilda Ellougi; Sales Mgr.: Sylvia Barrera; Promos/West Coast: Horacio De Vera; Promos/Mid West: Sabino Hidalgo; Promo/Puerto Rico (809) 251-9354; Wilma Gonzalez; Promo/Miami (305) 541-5634; Maria Elena Guerreiro.  
 Office(s): 3539 Oakgate Dr., #166, San Antonio, TX, 78230, (210) 641-7418. Contact: Jose Garcia.  
 Label(s): (Owned) Tropical Storm, (Distributed) BER, Manny Music, Soundwave.  
**WIM Records, Inc.**, 3707 65th Ave., Greeley, CO, 80634, (303) 330-6901. Fax: (303) 330-7738. Pres.: William Schmidt; Vice Pres. A&R: Sharon Davis.  
 Label(s): (Owned) WIM.  
**Wajji Records**, 423 Florida Ave. NE, Washington, DC, 20002, (202) 546-9121. Fax: (202) 544-8447. Pres.: Will R. Walker; Vice Pres.: Isaac Salmon; Music Producer: Sameerah S. Muhammad; Promo. Dir.: Larry McCowin.  
 Label(s): (Owned) Wajji.  
 US Reps.: Central South Music (TN).  
**Waldox Records, Inc.**, 3023 W. Northside Dr., Jackson, MS, 39213, (601) 982-4522. Pres.: Tommy Couch, Jr.  
**Wall Street Music**, 1189 E. 14 Mile Rd., Birmingham, MI, 48009, (313) 646-2054. Fax: (313) 646-1957. Pres.: Joseph Sanders; Chrmn.: Tim Rochoon; Publicity: Ginny Shea; Retail Promo.: Kevin King.  
 Label(s): (Owned) Wall Street Music.  
 US Reps.: Great Bay Dist. (MD); Paul Starr Dist. (MN); Action Music (OH).  
**Walton Record Productions**, 1599 Jasper Ave. NW, Palm Bay, FL, 32907, (407) 951-2626. Exec. Prod.: Jimmy Walton; Pub. Rel.: S. Hardesty; Mktg.: Diane Nash.  
 Label(s): (Owned) Walton Record Productions.  
**Wan Star Entertainment Group**, 512C Rutledge Ave., Charleston, SC, 29405, (803) 853-5294. Pres./Producer: Samuel W. Colston III; Vice Pres.: A&R: Kim A. Wentworth.  
 Label(s): (Owned) Surge, Tye.  
**Warlock Records**, 19 W. 21st St., Ste. 702, New York, NY, 10010, (212) 807-6900. Fax: (212) 807-6993. Pres.: Adam Levy; Exec. Vice Pres.: Diana Lemchak; Vice Pres.: Joel Bonner; Copyright/Foreign Lic. Ad: Sharon Strickland; Accounting: Susan Frick; Accounting: Howard Fisher; Record/Radio Pools: Darrell Ellerbe; Prod'n/Art: Sharon Reed.  
 Label(s): (Owned) Quality, Warlock, (Distributed) Chez Nouz, Deco Records, Funky Bass, High Power, Idlers, Ligosa, Mis Records, Spin-It, Tracer Records, X-Press.  
**Warner/Elektra/Atlantic Corp.**, 111 N. Hollywood Way, Burbank, CA, 91505, (818) 846-9090. Fax: (818) 846-8474. Pres.: Lenny Waronker; Exec. Vice Pres.: Murray Gillin; Sr. Vice Pres.: Music: Doug Frank; Sr. Vice Pres.: Bus. Affairs: David Altschul; Sr. Vice Pres.: Promom.: Stu Cohen; Vice Pres.: Bus. Affairs: Fred Brown; Vice Pres./Dir. Publicity: Bill Bentley; Vice Pres.: Int'l: Tom Ruffino; Sr. Dir.: Adv./Merch.: Laurie Burke; Artist Relations Mgr.: Iff Kiar; Int'l Mktg. Mgr.: Liz Goodman; Vice Pres.: Alternative Mktg.: Jo Lenardi; Dir. Int'l Servs.: John Hearn; Vice Pres.: A&R/Black Music: Kerry Gorky; Vice Pres./A&R/Devel. Black Music: Carolyn Baker; Nat'l Promo Dir.: Dave Lombardi; Nat'l Promo Dir./Alternative: Jimmy Dickson; Field Staff: Danny Davenport.  
**Warner Bros. Records, Inc.**, 75 Rockefeller Plz., New York, NY, 10019, (212) 275-4500. Fax: (212) 275-4595. Chrmn./CEO Warner Music Grp.: Robert J. Morgado; COO/Pres. Warner Music-U.S.: Doug Morris; Vice Pres. A&R: Karen Berg; Vice Pres. A&R: Russ Titelman; East Coast Vice Pres. Publicity: Liz Rosenberg Citron; Vice Pres.: Donna Russo; Dir., Opns.:

Carmela Kasoff; Dir., A&R: Adrian Miller.  
**Warner Bros. Records, Inc.**, 20 Music Sq. E., Nashville, TN, 37203, (615) 748-8000. Fax: (615) 214-1514. Pres.: Jim Ed Norman; Sr. Vice Pres./Gen. Mgr.: Eddie Reeves; Sr. Vice Pres. Mktg.: Bob Saportni; Sr. Vice Pres. Promo.: Bill Mayne.  
 Label(s): (Distributed) A\*Vision, Acme, American Recordings, Asylum, Atco, Atlantic Nashville, Basic, Big Beat, Big Kids Entertainment, Big Screen Music, Capricorn, Cold Chillin', Dark Horse, Delicious Vinyl, Duck, Eardrum, Earthbeat!, EastWest, Elektra Musician, Erato, Es Paranza, Finnadar, First Priority, Forceful, 4 A.D., Giant, Hollywood, Interscope, Kid Rhino, Luakabop, Luke, Mammoth, Matorator, Maverick, Mechanic, Medicine, Mesa/Blue Moon, Metal Blade, Modern, Music For Little People, Mute, Nonesuch, Opal, Qwest, Reprise, Rhino, Ruthless, Select, Sire, Slash, Teldec, Third Stone, Tropical Storm, Vintertainment, Warner Bros. Nashville.  
**Watermelon Records, Inc.**, 1201 W. 24th, #204, Austin, TX, 78704, (512) 472-6192. Fax: (512) 472-6249. Pres.: Heinz Geissler; Vice Pres.: John Kunz; Promo.: Sue Fawer.  
 Label(s): (Owned) Watermelon.  
**Fred Weinberg Productions, Inc.**, 16 Dundee Rd., Stamford, CT, 06903, (203) 322-5778, (212) 349-6644. Fax: (203) 329-7838. Pres./CEO: Fred Weinberg; Vice Pres.: Gregg Scott; Vice Pres., Sales/Mktg.: Greg Smith.  
 Label(s): (Owned) FWP, Frejo, Viva La Musica, Wave.  
**Welch Grape Records**, 991 Oak St., West Barnstable, MA, 02668, (508) 362-4908. Pres.: Mike Welch.  
 Office(s): 991 Oak St., West Barnstable, MA, 02668, (508) 362-4908.  
 Label(s): (Owned) Vineland, Welch Grape.  
**Welk Music Group**, 1299 Ocean Ave., Ste. 800, Santa Monica, CA, 90401, (310) 451-5727. Fax: (310) 394-4148. CEO: Christine Hamilton; Pres.: Larry Welk, Kent Crawford; Dir., Sales: Bernie Grossman.  
 Label(s): (Owned) Ranwood, Vanguard, (Distributed) Hindsight.  
**West Records**, PO Box 8875, Universal City, CA, 91608, (818) 509-9954. Fax: (818) 769-1756. Owner: Boots Clements; Gen. Mgr.: Jim McGuckin; Gen. Mgr.: David Enos.  
 Label(s): (Owned) Dynasty, "E" Records, Lane, West Records.  
**Westbound Records, Inc.**, 21348 Telegraph Rd., Ste. 200, Southfield, MI, 48034, (313) 355-1540. Pres.: Armen Boladian; Promo.: Michael Webb; Dir.: Hazel Hollenquest.  
 Label(s): (Owned) Sounds Of Gospel, Westbound.  
**Westwood Entertainment Group**, 167 Main St., Metuchen, NJ, 08840, (908) 548-6700. Fax: (908) 548-6748. Pres.: Victor Kapli; Gen. Mgr.: Elena Petillo; Dir., A&R: Robert Bilotti.  
 Label(s): (Owned) Cavalcade, Distinct, Westwood, (Distributed) Changing World, RockBeat.  
**Whaleco Music/Nuclear Whales**, 208 Highland Ct., Santa Cruz, CA, 95060, (408) 425-4721. Fax: (408) 425-0931. Pres.: Don Stevens; Vice Pres. A&R: Anne Chavre; Promos.: Rich Wills.  
 Label(s): (Owned) Whaleco Music, (Distributed) Batish.  
**Wham Bam Records**, 812 W. Darby Rd., Havertown, PA, 19083, (610) 446-7100. Fax: (610) 446-7721. Pres.: Denny Somach.  
 Label(s): (Owned) Den/Rich, Wham Bam.  
**Reid Whitelaw Productions**, 5440 N. Ocean Dr., #1507, Singer Island, FL, 33404, (407) 842-3383. Fax: (407) 840-9121. Owner/Pres.: Reid Whitelaw.  
 Label(s): (Distributed) Brookside.  
 US Reps.: Hot Productions (FL).  
**Dean Whitney Music Enterprises**, PO Box 106, Lake Arrowhead, CA, 92352, (909) 337-5161. Fax: (909) 337-0474. Owner/Gen. Mgr.: Dean Whitney.  
 Label(s): (Owned) Brainchild.  
**Thomas Wiggins Associates**, PO Box 21118, Castro Valley, CA, 94546, (510) 254-2216. Fax: (510) 254-2213. Pres./CEO: Thomas Wiggins; Vice Pres.: Charles Greene; Adv. Dir.: Paul Jaulus.  
 Label(s): (Owned) Elite, Nineveh, No Bull, Persepolis.  
 US Reps.: Memo (CA).  
**Wilby Records**, 15305 Devonshire St., Ste. 5542, Mission Hills, CA, 91345, (818) 367-8519. Pres./Producer: Irene LaMothe; Mgr.: Phillip Couture.  
 Label(s): (Owned) Wilby.  
**Wild Country Records**, PO Box 355, Roundup, MT, 59072, (406) 947-5688. Gen. Mgr.: Anthony Dittonno; A&R Dir.: David Ramirez; Promo.: Wayne Wood; Publicity: Rochelle Dittonno. Office(s): 8455 W. Sahara, Ste. 161, Las Vegas, NV, 89117, (702) 254-3327. Contact: Gilbert Reinstein.  
 Label(s): (Owned) Wild Country.  
**Wild Rags Records**, 2207 W. Whittier Blvd., Montebello, CA, 90640, (213) 726-9593. Fax: (213) 726-4046. A&R: Richard C.  
**Wild Twin Records**, 807 Jennings Dr., Wilmington, NC, 28403, (910) 452-7752. Pres.: Carter Cathcart; Vice Pres.: Neil Moore.  
 Label(s): (Owned) Wild Twin.  
**Wild West Records**, PO Box 1305, Houston, TX, 77002, (713) 228-5449. Pres.: Sheldon Weisfeld; Mktg. Dir.: Jorge Enrique; Artist: Rom Ryan; A&R: Stephanie Morein.  
 Label(s): (Owned) Wild West.  
 US Reps.: Back Roads Dist., City Hall (CA); White Swan (CO); South West Wholesale (TX).  
**Wildcat Recording Corp.**, 950 N. Kings Rd., Los Angeles, CA, 90069, (213) 848-9200. Fax: (213) 848-9448. Pres.: Michael Gormley; Vice Pres.: Chris Kuchler; Dir., Publicity/Mktg.: Michael Caprio.  
 Label(s): (Owned) Wildcat.  
 US Reps.: UNI Dist.  
**Wilson Audio Specialties, Inc.**, 2233 Mountain Vista Ln., Provo, UT, 84606, (801) 377-2233. Fax: (801) 377-2262. Pres.:

David A. Wilson; Recordings Admin.: Troy Bankhead.  
 Label(s): (Owned) Wilson Audiophile Definitive.  
**Wilson Okulolo, Inc.**, 584 61st St., Oakland, CA, 94609, (510) 655-3357. Fax: (510) 655-3357. Pres.: J.G. Wilson; Vice Pres./A&R: K.A. Okulolo; Dir., Sales/Promo.: Pietro G. Poggi.  
 Label(s): (Owned) Inner Spirit.  
 US Reps.: Mesa, Rhino, Putumayo, Coloumbia House.  
**Windham Hill Records**, 75 Willow Rd., Menlo Park, CA, 94025, (415) 329-0647. Fax: (415) 329-1512. Pres./CEO: Anne Robinson; Dir., Mktg.: Roy Gattinella; Vice Pres., Sales: Pat Berry; Dir., A&R: Bob Dusks.  
 Office(s): 1450 Broadway, 33rd Floor, New York, NY, 10036, (212) 930-4828, Fax: (212) 930-4827, Regional Mgr.: Michael Kaufmann; One S. 450 Summit Ave., Ste. 185, Oakbrook Terrace, IL, 60181, (708) 468-6485, Fax: (708) 268-6489, Regional Mgr.: Mark Callaghan; Oude Enghweg 24, Hilversum, 1217 JD, The Netherlands, 31-35-249970, Fax: 31-35-249919, Label Mgr./Europe: Frank van Houten; 2210 Parklake Dr. N.E., Ste. 100, Atlanta, GA, 30345, (404) 414-6270, Fax: (404) 414-6231, Regional Mgr.: Dana Beren; 6363 Sunset Blvd., 6th Floor, Hollywood, CA, 90028, (213) 468-4183, Fax: (213) 468-4073, Regional Mgr.: Tom Mehren.  
 Label(s): (Owned) High Street, Windham Hill, (Distributed) Dancing Cat.  
 Int'l Reps.: BMG Dist.  
**Wings Record Co., Rt. 3, PO Box 172, Haynesville, LA, 71038, (318) 927-5253. Pres.: Edward N. Detteneim.**  
 Label(s): (Owned) Wings.  
**Winner Records**, PO Box 151095, San Rafael, CA, 94915, (415) 453-7712, (415) 453-5134. Fax: (415) 258-0692. Pres.: Mark Naftalin; Vice Pres.: Ellen Naftalin; Sales/Promos.: Sally Synhoff.  
**Winners Circle Records**, PO Box 9296, Scottsdale, AZ, 85252, (602) 837-8650. Pres.: Jeff Dayton.  
 Label(s): (Owned) Bald Headed, Not Yet.  
**Wizard & Feather Brown Productions**, PO Box 132, Astor Station, Boston, MA, 02123, (617) 721-9771. Fax: (617) 721-9771. Co-Owner: Lauren Passarelli; Co-Owner: Cindy Brown.  
 Label(s): (Owned) Feather.  
 US Reps.: Bayside (CA); Goldenrod/Horizon (MI).  
**Word Records**, 3319 W. End Ave., Ste. 200, Nashville, TN, 37203, (615) 385-9673. Fax: (615) 385-9696. Gen. Mgr.: Lynn Keesecker.  
 Label(s): (Owned) Myrrh, Word.  
**World Circuit Records**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Managing Dir.: Nick Gold; Label Rep.: Michael Dunford; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul.  
**World Disc Productions, Inc.**, 915 Spring St., Friday Harbor, WA, 98250, (206) 378-3979. Fax: (206) 378-3977. Pres./Producer/A&R: Richard Hooper; Vice Pres., Sales: Michael Coyne; Publicity Dir./Mktg. Mgr.: Sheri Boucher Flynn.  
 Label(s): (Owned) Nature Recordings, World Disc Music.  
**World Wide Entertainment Records**, 2895 Biscayne Blvd., Ste. 455, Miami, FL, 33137, (305) 460-3547, (809) 399-9179. Pres./A&R Dir.: Darrin McGillis.  
 Office(s): Condo. Castillo del Mar, Ste. 1444, Carolina, PR, 00979, (809) 399-9179.  
 Label(s): (Owned) Island Hit Makers, McGillis, McGillis Music Co.  
 US Reps.: Rey Reyes (FL).  
 Int'l Reps.: Discos Hispanos (Peru).  
**World Wide Entertainment Records**, Cond. Castillo del Mar, Ste. 1444, Isla Verde, PR, 00979, (809) 399-9179, (305) 460-3547. Pres., A&R: Darrin McGillis.  
 Label(s): (Owned) Island Hit Makers, McGillis.  
 US Reps.: Rey Reyes (FL).  
 Int'l Reps.: Discos Hispanos (Peru).  
**Worldtone Music, Inc.**, 230 Seventh Ave., New York, NY, 10011, Mgr.: Kenneth Spear.  
 Label(s): (Owned) Worldtone, (Distributed) Aldana, Atoll, Cadans, Syncoop, Tema, Vivace.  
**Would'n Shoe**, 2580 S. Jersey St., Denver, CO, 80222, (303) 692-0760. Fax: (303) 279-7111. CEO/A&R: Stephen Bond Garvan.  
 Label(s): (Owned) Would'n Shoe, (Distributed) Greenpeace, Hatch.

## X-Y

**X II C-Ecstasy Records (Div. of Aerobic Music Assn., Inc.)**, #924 E. 110th St., Garfield Heights, OH, 44125, (614) 444-5149. Fax: (614) 621-9109. Pres.: Patrice Capretta; Vice Pres.: Ronald Nagy; A&R: Vincent Capretta; Licensing: Monroe Cover.  
**XLNT Music**, 38-62 240th St., Little Neck, NY, 11363, (718) 279-4139. Pres./A&R Dir.: James Cohn; Vice Pres.: Eileen Cohn.  
 Label(s): (Owned) XLNT Music.  
 US Reps.: Albany Music Dist., Inc. (NY).  
**Xanadu Records Ltd.**, 3242 Irwin Ave., Kingsbridge, Bronx, NY, 10463, (718) 549-3655. Pres.: Don Schlitten.  
 Label(s): (Owned) Xanadu.  
 US Reps.: Artistic Music (NJ).  
**Yellow-Jacket Records**, 10303 Hickory Valley Dr., Fort Wayne, IN, 46835, (219) 627-5168. Pres./Gen. Mgr.: Allan Straten; Vice Pres./A&R Dir.: Sylvia Grogg.  
 Label(s): (Owned) Yellow-Jacket.  
**Yellowstone Records**, 888 O Callaghan Dr., Sparks, NV, 89434, (702) 359-4120. Pres.: Burch Ray; Vice Pres.: Linda Palmer; Mgr.: Ray Palmer.  
 Label(s): (Owned) Yellowstone.



**YesYes Records**, 12909 Copperas Ln., Richmond, VA, 23233, (804) 360-4865. Pres.: David L. Esleck; Gen. Mgr.: Elizabeth B. Cherry.  
 Label(s): (Owned) YesYes.  
**Young Country**, PO Box 5412, Buena Park, CA, 90620, (909) 371-2973. Contact: Leo J. Elffert, Jr.  
**Young Star Productions/Gold Karat Records**, 5501 N. Broadway, Chicago, IL, 60640, (312) 989-4140. Fax: (312) 989-4147. Pres.: Starling Young; Vice Pres.: Media Promo.: Robert "Trooper" York; Exec. Sec., A&R: Kelley Garrett.  
 Label(s): (Owned) Gold Karat.  
 US Reps.: Unique (NY); Big State (TX); Bassin (FL); M.S. (IL).  
**Youngheart Music, Inc.**, 10701 Holder St., Cypress, CA, 90630, (800) 444-4287, (714) 995-7888. Fax: (714) 995-3548. Pres.: Jim Connelly; Mktg. Dir.: Tom Weller; Gen. Mgr.: Jim Recor.  
 Label(s): (Owned) Youngheart.  
 US Reps.: Int'l Film & Video (CA).

## Z

**Z Y X Music Distributor Ltd.**, 72 Otis St., West Babylon, NY, 11704, (516) 253-0800. Fax: (516) 253-0115. Mng. Dir.: Anthony Mascia; Sales Mgr.: Harry Yardum; Promo. Dir.: Harry Towers; A&R Mgr.: Cliff Massie.  
 Label(s): (Owned) Z Y X Classics, (Distributed) Boy, Dance Street, ESP, Generator, I M G, Shift, Undercover.  
**ZZYZX Records**, PO Box 23, Sun Valley, CA, 91352, (818) 982-2174. Owner: J. Eric Freedner; A&R: Lawrence Treadwell.  
 Label(s): (Owned) ZZZYX.  
**Zebraoverground Records**, PO Box 7441, Santa Cruz, CA, 95061, (408) 459-7947. Fax: (408) 458-2384. Dir., Opns. (West Coast): Steve West.  
 Label(s): (Owned) Govinda, Panther Music, RAM i d, Skateboard.  
**Zelda Records**, PO Box 150163, Nashville, TN, 37215, (615) 386-9266. Fax: (615) 386-9266. Pres.: Mari Lyon.  
**Zerobudget Records**, PO Box 2044, Dept. B, La Crosse, WI, 54602, (608) 783-5818. Pres./CEO: Stephen D. Harm; A&R Dir.: Dale Sticha; A&R Asst.: David Reinders.  
 Label(s): (Owned) Zerobudget, (Distributed) Boat.  
**Zim Records**, 18 Ivy Dr., Jericho, NY, 11753, (516) 681-7102. Fax: (516) 822-7952. Owner: Arthur Zimmerman.  
**Zion Music Group**, 105 Oak Valley Dr., Nashville, TN, 37207, (615) 262-2600. Fax: (615) 226-4070. Pres.: Kevin McManus; Vice Pres./A&R: Tony Turner; Office Mgr./Sales: Scotty Raines; Promos.: Angela Brashear.  
 Label(s): (Owned) Jericho, Zion.  
 US Reps.: Appalachian Bible, New Day Christian (TN); Spring Arbor (MI); Journeyman (MO).  
**Zip Kid Records**, PO Box 8161, New York, NY, 10116, (212) 439-8086, (305) 390-2782. Owner: Jacques Battel.  
**Zoe Records**, 2980 W. 28th St., Brooklyn, NY, 11224, (718) 265-2327. Pres.: Robert Taylor; Vice Pres.: Kirk Harris; Promo. Mgr.: Vincent Kitt.  
**Zomba Recording Corp.**, 137-139 W. 25th St., 11th Floor, New York, NY, 10001, (212) 727-0016. Fax: (212) 645-3783. Chrmn./CEO: Clive Calder; Sr. Vice Pres./Gen. Mgr./Jive! Silver: Barry Weiss; Sr. Vice Pres. Artist Devel.: Ann Carli; Sr. Vice Pres., A&R: Jeff Fenster.  
 Office(s): 6777 Hollywood Blvd. 6th Floor, Hollywood, CA, 90028, (213) 464-7409. Fax: (213) 464-7144. Vice Pres. West Coast: Neil Portnow, Dir. Silverstone: Michael Tedesco.  
 Label(s): (Owned) Jive, Silverstone.  
 US Reps.: BMG Music (NY).  
**Zoo Entertainment**, 6363 Sunset Blvd., Hollywood, CA, 90028, (213) 468-4200. Fax: (213) 468-4207. Pres.: Lou Maglia; Vice Pres., Bus. Opns.: Sami Valkonen; Sr. Vice Pres., Mktg.: Brad Hunt; Vice Pres., A&R: Bud Scoppa.  
**Zoom Express**, 578 Broadway, Ste. 1106, New York, NY, 10012, (212) 274-0200. Fax: (212) 274-9776. Pres.: Bob Hinkle; Vice Pres.: Michael Kruzan; Vice Pres.: John Scilipute.  
 Label(s): (Owned) Zoom, Inc., (Distributed) BMG Kidz, Fight.  
 US Reps.: BMG Dist., Bantam-Dell-Doubleday Dist. (NY,NJ).  
**Zoom Express/BMG Kidz**, 1540 Broadway, 39th Floor, New York, NY, 10036, (212) 274-0200. Fax: (212) 274-9776.

## AUDIO BOOK PUBLISHERS

**Achievement, Inc.**, 485 South Broadway, Hicksville, NY, 11801, (516) 931-2500. Fax: (516) 931-2575. Contact: Linda C. Unger.  
 Type: Child Educational.  
**Audio Book Contractors**, PO Box 40115, Washington, DC, 20016, (202) 363-3429.  
 Type: Unabridged classics.  
**Audio Bookshelf**, Prescott Hill Rd., Northport, ME, 04849, (207) 338-1713, (800) 234-1713. Contact: Heather Frederick.  
 Type: Fiction/non-fiction.  
**Audio Entertainment, Inc.**, PO Box 461059, Aurora, CO, 80046, (303) 680-6020. Fax: (303) 680-6019. Contacts: Jeffery Kenneth Prager, Judy Prager.  
 Type: Original Romance.  
**Audio Literature**, PO Box 7123, Berkeley, CA, 94707, (510) 845-8414.  
 Type: Philosophy/new age.

**The Audio Partners Publishing Corp.**, 1133 High St., Auburn, CA, 95603, (916) 888-7803. Fax: (916) 888-7805. Contact: Linda D. Olsen.  
 Type: Fiction/non-fiction.  
**Audio Renaissance Tapes**, 5858 Wilshire Blvd., Ste. 205, Los Angeles, CA, 90036, (213) 939-1840. Fax: (213) 939-6436. Contact: George Hodgkins.  
 Type: Fiction/non-fiction.  
**Audio Scholar**, 10375 Nichols Lane, Mendocino, CA, 95460, (707) 937-1225.  
 Type: Non-fiction classics.  
**Audio-Forum (a Div. of Jeffrey Norton Publishers, Inc.)**, 96 Broad St., Guilford, CT, 06437, (203) 453-9794. Fax: (203) 453-9774. Contact: Jeffrey Norton.  
 Type: Educational material.  
**August House**, PO Box 3223, Little Rock, AR, 72203, (501) 372-5450.  
 Type: Folklore stories.  
**Bantam Doubleday Dell Audio**, 1540 Broadway, New York, NY, 10036, (212) 782-9807. Fax: (212) 782-9600. Contact: Jenny Frost.  
 Type: Fiction/non-fiction.  
**Books on Tape, Inc.**, PO Box 7900, Newport Beach, CA, 92658, (714) 631-7764. Fax: (714) 548-6574. Contacts: Duval Y. Hecht, Barbara Singleton.  
 Type: Fiction/non-fiction.  
**Bridge Publications Audio**, 4751 Fountain Ave., Los Angeles, CA, 90029, (213) 953-3320. Contact: Ann Arrow.  
 Type: Fiction/non-fiction.  
**Brilliance Corp.**, PO Box 887, Grand Haven, MI, 49417, (616) 846-5256, (800) 648-2312. Fax: (616) 846-0630. Contact: Eileen Hutton.  
 Type: Fiction/non-fiction.  
**Buckingham Classics, Ltd.**, 1240 W. Arthur, Chicago, IL, 60626, (312) 335-7407. Contact: Beth Baxter.  
 Type: Fiction/non-fiction.  
**Council Oak Books**, 1350 115th St., Tulsa, OK, 74120, (918) 587-6454.  
 Type: Non-fiction & child.  
**Dove Audio**, 301 N. Canon Dr., Ste. 203, Beverly Hills, CA, 90210, (310) 273-7722. Fax: (310) 273-0365. Contact: Michael Viner.  
 Type: Fiction/non-fiction.  
**Durkin Hayes Publishing**, One Colombia Dr., Niagara Falls, NY, 14305, (716) 298-5150. Fax: (716) 298-5607. Contact: Patrick Hayes.  
 Type: Fiction/non-fiction.  
**FMS Productions**, 5320-D Carpinteria Ave., Carpinteria, CA, 93014, (805) 654-7891.  
 Type: Fiction/non-fiction.  
**Gang of Seven**, PO Box 419, Bar Mills, ME, 04004, (207) 929-5777. Fax: (207) 929-5775.  
 Type: Fiction/non-fiction.  
**Golden Voices**, 900 Long Blvd., Lansing, MI, 48911, (517) 694-0842.  
 Type: African-American literature.  
**Guides-On-Tape, Inc.**, 21 E. 90th St., New York, NY, 10128, (212) 348-6100. Contact: Irene Aiello.  
 Type: Walking tours.  
**Harper Audio**, 10 E. 53rd St., New York, NY, 10022, (212) 207-7000. Fax: (212) 207-6912. Contact: Carolyn Willis.  
 Type: Children's books.  
**Hay House**, 1154 E. Dominguez St., Carson, CA, 90749, (310) 605-0601.  
 Type: Metaphysical/Self help.  
**Helion Audio Books**, 9856 Sunland Blvd., Shadow Hills, CA, 91040, (818) 352-9174. Contact: Greg Knowles.  
 Type: Various.  
**High Top Sports Productions**, 6777 Hollywood Blvd., Los Angeles, CA, 90028, (213) 957-5600.  
 Type: Sports.  
**High Windy Audio**, 260 Lambeth Walk, Fletcher, NC, 28732, (704) 628-1728. Fax: (704) 628-4435. Contact: Virginia Callaway.  
 Type: Children's stories.  
**HighBridge Co.**, 340 Woodhouse Ave., Wallingford, CT, 06492, (203) 269-0065. Fax: (203) 269-3818. Contact: Jim Brannigan.  
 Type: Fiction/non-fiction.  
**In Print Publishing**, 65 Verde Valley School Rd., Sedona, AZ, 86336, (602) 284-1370.  
 Type: Native American titles.  
**Jossey-Bass**, 350 Sansome St., San Francisco, CA, 94104, (415) 433-1740.  
 Type: Governing.  
**Kaplan Associates**, PO Box 1805, Pinehurst, NC, 28374, (910) 215-0701.  
 Type: Educational Biography.  
**Knowledge Products**, 722 Rundle Ave., Ste. 813, Nashville, TN, 37210, (800) 876-4332, (615) 742-3852.  
 Type: Educational.  
**Listening Library, Inc.**, 1 Park Ave., Old Greenwich, CT, 06870, (203) 637-3616. Fax: (203) 698-1998. Contact: Annie Cardillo.  
 Type: Unabridged fiction.  
**The Mind's Eye**, 37 Commercial Blvd., Novato, CA, 94949, (415) 883-7701. Fax: (415) 883-1849. Contact: Bob Evans.  
 Type: Games/nostalgia/child.  
**Mystic Fire**, 225 Lafayette St., Ste. 1206, New York, NY, 10012, (212) 941-0999.  
 Type: New age/science/philosophy.  
**NTC Publishing Group**, 4255 W. Touhy Ave., Lincolnwood, IL, 60466, (708) 879-5500.  
 Type: Educational.  
**Thomas Nelson**, Nelson Pl. at Elm Hill Pike, Nashville, TN,

37214, (615) 889-9000.  
 Type: Religious.  
**New World Library**, 58 Paul Dr., San Rafael, CA, 94903, (415) 472-2100.  
 Type: Self help/Meditation.  
**Nolo Press**, 950 Parker St., Berkeley, CA, 94710, (510) 549-1976.  
 Type: Fiction/non-fiction.  
**NorthWord Press, Inc.**, PO Box 1360, Minocqua, WI, 54548, (715) 356-9800. Fax: (715) 356-9762. Contact: Donna Lebrecht.  
 Type: Natural history.  
**Parabola Audio**, 656 Broadway, New York, NY, 10012, (212) 505-6200.  
 Type: Non-fiction/inspiration.  
**Penguin/Highbridge Audio**, 375 Hudson St., New York, NY, 10014, (212) 366-2000. Fax: (212) 366-2952. Contact: Marcia Burch.  
 Type: Fiction/non-fiction.  
**Pharoah Audiobooks**, PO Box 535, Phoenixia, NY, 12464, (914) 688-2464.  
 Type: Childrens episodic adventure.  
**Prelude Press**, 8159 Santa Monica Blvd., Los Angeles, CA, 90046, (213) 650-9571.  
 Type: Self help.  
**Publishers Group West**, 4065 Hollis St., Emeryville, CA, 94608, (510) 658-3453.  
 Type: Fiction/non-fiction.  
**The Publishing Mills**, 1680 N. Vine St., Ste. 1016, Los Angeles, CA, 90028, (213) 467-7831. Fax: (213) 467-0661. Contact: Jessica Kaya.  
 Type: Fiction/non-fiction.  
**Random House Audio Publishing**, 201 E. 50th St., 25-1, New York, NY, 10022, (212) 872-8203. Fax: (212) 572-6030. Contact: Pat Johnson.  
 Type: Fiction/non-fiction.  
**The Reader's Chair**, 860 Chappell Rd., Hollister, CA, 95023, (408) 636-1296. Fax: (408) 636-1296. Contact: Delia White.  
 Type: Unabridged fiction.  
**Recorded Books, Inc.**, 270 Skipjack Rd., Prince Frederick, MD, 20678, (410) 535-5590. Fax: (410) 535-5499. Contact: Sandy Spencer.  
 Type: Fiction/non-fiction.  
**Rezound Audio Books**, 5353 Nathan Ln., Plymouth, MN, 55442, (612) 553-2000. Fax: (612) 553-0424. Contact: Diane Dickmeyer.  
 Type: Fiction/non-fiction.  
**Romance Alive Audio**, 8300 Tampa Ave., Ste. G, Northridge, CA, 91324, (818) 772-4528.  
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**Simon & Schuster Audio**, 1230 Avenue of the Americas, New York, NY, 10020, (212) 698-7184. Fax: (212) 632-8091. Contacts: Seth Gershel, Amelia Wilson.  
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**Sound Horizons**, 250 W. 57th St., Ste. 1527, New York, NY, 10107, (212) 956-6235. Fax: (212) 586-2420.  
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 Type: Health tapes.  
**Sunset Productions**, 359 Montezuma, Ste. 172, Santa Fe, NM, 87501, (505) 471-8004. Fax: (505) 471-8122.  
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**Sutphin Corp.**, Box 683, Ashland, OR, 97520, (503) 488-7880.  
 Type: Self help/metaphysics.  
**Thorndike Audio**, PO Box 159, Thorndike, ME, 04986, (207) 948-2962.  
 Type: Fiction/non-fiction.  
**Time Warner AudioBooks**, 9229 Sunset Blvd., Fourth Floor, Los Angeles, CA, 90069, (310) 205-7471. Fax: (310) 205-7470. Contact: Judy McGuinn.  
 Type: Fiction/non-fiction.  
**Tyndale House**, 351 Executive Dr., Wheaton, IL, 60189, (708) 668-8300.  
 Type: Religious/inspirational.  
**The Watershed Foundation**, 6925 Willow St. NW, Ste. 201, Washington, DC, 20012, (202) 722-9105.  
 Type: Poetry.  
**Word**, 5221 N. O'Connor Blvd., Ste. 1000, Irving, TX, 75039, (214) 556-1900.  
 Type: Religious/inspirational.  
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